

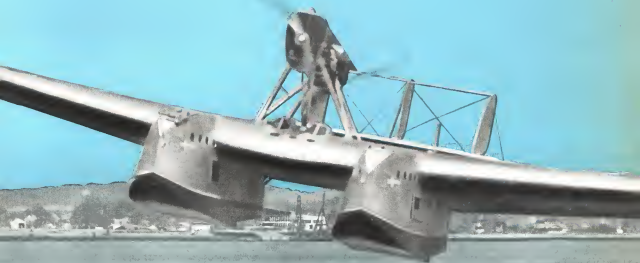
August 3, 1929

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# AVIATION

*The Oldest American Aeronautical Magazine*



## SPECIAL FEATURES

*Selling* LIGHT COMMERCIAL AIRPLANES

THE *Los Angeles* METROPOLITAN AIRPORT

*Descriptions* OF RECENT AIRPLANES

# For Flying Security



*Bohn Division*  
**BOHN ALUMINUM & BRASS CORPORATION**  
DETROIT, MICH.  
New York Chicago Philadelphia Cleveland Pittsburgh

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THE E.R. OF THE  
FLAMINGO RANKS  
IT FIRST AMONG  
ALL METAL PLANES  
WRITE FOR DATA

# E.R.

EFFICIENCY RATING



## Check ✓

the Efficiency Rating before you buy

A group of executives are ready to investigate the type and kind of plane to equip their air line. Specifications are at hand. They all read in quite the same pattern. The weight, empty, for empty passenger, extra and baggage types, etc.—but do you know their "dead weight"?

How You an E. R. Chart?

If you have ambition to furnish your group of executives with an E. R. Chart (Efficiency Rating Chart) then you will not have enough data with which to make your decision.

Among other important factors the E. R. chart supplies you with the weight, empty, of each extra plane made and its percentage capacity. Inside the weight, empty, by the weight capacity and you arrive at a figure known as the "dead weight" of the plane. "Dead weight" is only why pay for more than is necessary.

Of the extra planes of all metal construction, the Flamingo ranks first, in least amount of "dead weight" per passenger.

The weight, empty, of the Flamingo is 3,500 lbs. Its percentage capacity is 8 including pilot. Showing its weight by passenger capacity, you have the figure 410 lbs. "dead weight" per passenger. Get the E. R. Chart, make your own comparison and judge accordingly.

## ALLMETAL FLAMINGO



The Flamingo is a Daimler-Benz, Inc. product—built at Alford, England.

The E. R. of The Flamingo

The Alford Flamingo has an efficiency rating of second in a list of all the extra planes built in the United States, of fabric, metal and metal construction, and all metal construction, to have amount of "dead weight" per passenger.



THE METAL AIRCRAFT CORPORATION OF CINCINNATI, OHIO

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### ALLMETAL Construction

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Whether in Alaska or Alabama, and so on, and so on, the Flamingo is the most of your budget. You'll get a decision without that will be a revelation in modern air performance.

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U. S. Dept. of Commerce Approved Type  
Certificate No. 125

Powered with the Wright "Whirlwind Nine" (340) Engine. Quickly disassembled into cargo-packed and ready-loaded units. Two pilots dual controls; cockpit with complete operational range of vision. Seats six persons in comfortable, suitably appointed cabin. Pilot and payload, 1,250 lbs. Range with full payload, 2 hrs. to 600 miles at cruising speed. High speed, 140 m.p.h. Cruising speed, 110 m.p.h. Landing speed, 45 m.p.h. Climb to sea level, 1,100 ft. per min.

### BELLANCA SEA PLANE Standard Specification

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THE WORLD OVER



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Write for Bulletin No. 1230

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# HANGARS

PHONE 100 for statistics AVIATION



THE  
BERRYLOID  
FLEET

NUMBER SIX



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# Berryloid Finishes stand the test

KEYSTONE WAS PRE-  
CEDED BY THE BERRY  
BY ITSON, FORKES,  
HILL, TRAVEL AIR  
AND BAKERCO.

## KEYSTONE AIRCRAFT CORPORATION DETROIT, PA.

May 8, 1939.

Mr. Herman Gellay,  
Long Service, Inc.,  
Baltimore, Maryland.

My dear Mr. Gellay:

We have used Berryloid finishes for the past several years, and wish to take this opportunity to tell you how highly we esteem both the product and the service of Berry Brothers.

Our mail, traveling and shipping planes are in constant use in Alaska and north Canada, and therefore require the best care by the United States Army in the United States and the Canadian Dominion.

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We wish to thank you for your high co-operation with us in all times and ways.

Sincerely,  
*Edward J. Hill*  
EDWARD J. HILL  
President

enb

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# SPARTAN THE AIRPLANE OF TODAY AND TOMORROW



YEARS OF SCIENTIFIC RESEARCH, OF EXPERIMENT INVOLVING REBUILDING, TESTING AND RE-DESIGNING ... YEARS OF APPLICATION TO THE DEVELOPMENT OF AN IDEAL ... PRECEDED THE APPEARANCE OF THE FIRST SPARTAN AIRPLANE ON THE PUBLIC MARKET. Spartan airplanes were not offered to the public until it was thoroughly established that they possessed qualities and safety factors in advance of generally accepted airplane design.

THE REFINING INFLUENCE OF THESE YEARS OF RESEARCH IS REFLECTED TODAY IN THE PERFECTED SPARTAN C-3; in the clean, trim lines which denote speed and airability and in the streamline effect from nose to tail; in the inflexible Spartan standards of sturdy construction and the use of only the highest grade materials, which assure strength and long life; in the very character of design which is a pledge to Spartan owners that they may rely upon Spartans for accurate, unfaltering flight and dependable operation.

THE YEARS ALSO PUT MANY MOTORS TO THE TEST IN DEVELOPING THE SPARTAN with the result that the manufacturers have made available three models of the C-3, distinguished one from another in performance only by variance in these power plants ...

Curtis Challenger, Walter and Wright J-6.

THE SPARTAN C-3 IS BUILT TO RENDER THE UTMOST IN AIRCRAFT SERVICE. And above all other virtues of convenience, comfort and utility the safety of a Spartan is assured ... far just as your favorite motor car holds the road, so the Spartan displays a positive and constant tendency to level flight and it is with difficulty that a Spartan is forced into an unnatural maneuver.

## SPARTAN AIRCRAFT COMPANY

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For, with its unheard-of economy of operation (80% below that of the average training plane), go all the superior qualities of one of the world's most popular and successful light planes for training and for sport flying.

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Built to the requirements of the flying field, it will stand up under the roughest handling. And the AKL-25 is supreme in performance—instantly popular with instructor and student—flier alike.

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**N**EW YORK has sold 150% of their initial order for Gipsy Moths since March 15; New England and Eastern New York State have sold 100% since February; Central Pennsylvania and Ohio and Michigan have sold over 35% since April.

The performance, safety, and economy of the Gipsy Moth are so outstanding that Dealers report it is a very easy plane to sell for training, personal use, and commercial work. The 25-300 H. P. Gipsy engine gives dependable power with ample reserve for any emergency. Slotted wings increase stability and lower the landing speed. The immediate response to rudder, bank, and elevator gives such an instant feeling of security and perfect control that most sales are made during the first five minutes in the air.

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If you have the organization and financial backing to qualify you as a Moth Distributor or Dealer, write or wire us at once for full particulars about securing a Moth sales franchise. It will be profitable this year—and an asset of constantly increasing value.

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Extensively tested and approved, and adopted for use by the U. S. War Department Air Corps



**No fogged lenses; no air leaks  
no "goggle headache"**

**No fogging**

Non-porous rubber on top and slanted nostril holes in bottom. Air will reach the crown no matter what the angle of the sky or the pilot's head, and constant air flow prevents condensation on the lenses. The lenses will not fog.

**No Headache**

A cylindrical lens, mounted in the open-center housing in a position to draw air with the complete closed line of cushion, mounted by American Optical Company. Designed so when closed or tilted down which is photo-proof lens does not allow light to enter the angle head of vision. Prevents eye strain.

Better ventilation behind the lens! The slip stream passes through special tubes at the top of each eye-cap, forcing a draft which pulls air in at the bottom and out at the top. Ventilating perforations are staggered; there are no direct air needles, no air leaks. The lenses will not fog.

Precious lenses, white or glass-proof! In the lenses, by a new and patented principle of aviation goggle lens design, all pneumatic and stigmatic effects (the causes of goggle headache) are removed. There is no eye-fatigue. Your choice of white or glass-proof CALORBAR lenses.

Completely adjustable without tools! The distance between eye-caps can be adjusted to fit any face. Cushions, lenses, binders, headband—every part of the goggle can

be easily adjusted, removed or replaced with the fingers.

Removable, separate cushions! There are two durable, finely proportioned rubber cushions, separate, each with a binder which can be quickly and easily removed from the frame and replaced. A notable achievement for your comfort.

Note: Government orders for American Transport Goggles will soon be completed. These fine goggles will then be generally available. Correspondence, inquiries and advance orders are earnestly solicited.

Prior with clear white lenses . . . \$35.00

Prior with Calorbar lenses . . . 24.00

American Optical Company  
Southbridge, Massachusetts

**AMERICAN TRANSPORT  
AVIATION GOGGLE**

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**LEADERSHIP  
that makes for  
GREATER VALUE**

**F**AIRCHILD was the first American manufacturer to build a line of commercial airplanes with close spring landing gear, a design feature of prime importance for smooth taxiing and jolting landings.

Fairchild was the first to build a folding wing monoplane for commercial use. The advantages of this construction for economy of operation have been proved over and over again.

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Fairchild's resources and Fairchild's adherence to the policy of "Finding the One Best Way" justify the expectation that Fairchild will continue to lead in pioneering and improvements and in manufacturing methods.

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THE FULL LINE



*As a training and sport plane the two-place FAIRCHILD KR-40 has perfectly the right response to controls—not too sensitive, but not sluggish. Kinner engine. Its good wing construction adds unusual maneuverability.*

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MORE THAN THE NAME  
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**F**AIRCHILD's greatest strength lies not in its products alone, but in the experience which gives Fairchild leadership in the industry.

It is because these resources are dedicated to the purpose of engineering to present and develop improvements in Fairchild products—with modern plans, close inspection, methods, and special machinery to accomplish are done in the Fairchild standard of "the machine way"—that Fairchild could have its great significance.

And because Fairchild accepts no compromise over a complete line of products, the cost of each is thereby reduced.

Fairchild is more than the name of a product. It is a standard of engineering and research to work, and a logical development end of service. It is for each reason that Fairchild means quality and value and profit opportunity elsewhere unequalled.

**COMPARE THEM... TEST THEM...  
WE CHALLENGE THE INDUSTRY  
WITH THE FAIRCHILD KR LINE**

**T**HERE is no test that Fairchild welcomes more confidently for Fairchild KR biplanes than comparison.

By that method, you can best determine how Fairchild KR engineers have eliminated essentials in perfecting simple design and easily maintained construction.

You can thus assure yourself of the skilled fashion in which light weight has been achieved without sacrifice of strength, through the use of chrome molybdenum steels and other similarly high-grade materials.

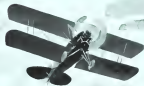
You can compare detailed specifications of equipment and finish with any other plane in its class, to the benefit of your investment in Fairchild KR.

You can check Fairchild KR finer performance and greater payload by actual flying. And because there are more than 600 ships of this design in service today, it is easy for you to judge of Fairchild KR durability and stamina from actual records of performance over a period of time.

And when you have gathered all these facts, you will be amazed to learn the low first cost—and you will readily understand the low maintenance cost—of Fairchild KR.

Even if you pay far more, we do not believe you can buy a better value than the Fairchild KR 34. And Fairchild KR 31 for sport and training purposes is a real pilots' ship, in power, controllability and ease of handling, at a price which gives it unequalled value.

*The monoplane FAIRCHILD KR 34. Weight 1000 lb. engine—One of the great engines, 4-cylinder, 40-hp. more used in the air than any other airplane using the same power plant and carrying an equal load.*



**FAIRCHILD ACTIVITIES  
ARE WIDESPREAD**

**F**AIRCHILD's activities in the performance of the aerial course Fairchild Aerial Course Company today has taken all over the world. Fairchild Aerial Course gives service everywhere in North America.

It was to supply public demand for an airplane uniquely designed to meet the exacting requirements of aerial photography that Fairchild began the general manufacture of airplanes, now built in plants at Farmingdale, L. I., New York, Bagin, Ore., Mayfield, and Longwood, N. C., Canada.

The manufacture of special design products and of this is another Fairchild activity. Fairchild is also a well-known builder of boats. Fairchild building boats of a wholly new design are in great demand. This is, in brief, the present status of FAIRCHILD Aerial Course which, with \$10,000,000 in resources, is one of the outstanding companies.



**FAIRCHILD**  
THE FULL LINE

**FAIRCHILD**  
THE FULL LINE



The monoplane FAIRCHILD 71, monoplane and stable, offers average comfort to match its high performance. Owner paid less for this cabin monoplane using 410 h.p. "Wasp" engine.

## Here are FIVE PRINCIPAL REASONS why FAIRCHILD "71" can make you money

- because it is better business to adapt one or more Fairchild seven-place units to fluctuating traffic needs than to put more money into a single buffer ship and fly it only partly full.
- because Fairchild folding wings save hangar space and reduce operation costs.
- because Fairchild "71" is a ship of proven dependability and stamina. Operators all over the western hemisphere flying in every sort of climatic condition, can tell you.
- because Fairchild "71," thru possession of exclusive Fairchild design offers special advantages as a monoplane. There are more Fairchild seven-place cabin airplanes on piston than all other like airplanes combined.
- because Fairchild "71" has a greater payload and lower cost per passenger than any other cabin monoplane with "Wasp" power.

And these are not all the reasons. We'll be glad to give you more money, if you'll write us.

FAIRCHILD AIRPLANE MANUFACTURING CORPORATION  
FARMINGDALE, L. I., NEW YORK  
Plant: Farmingdale, N. Y., Babylon, MI., Lynbrook, P. O., Calif.

# FAIRCHILD

THE FULL LINE

Write or wire for information to Farmingdale, Dept. 100, or district offices: 1545 Madison Ave., Chicago, 1746 N. Harvard Ave., Dallas, 214 West 17th St., Los Angeles, In Canada, Fairchild Aircraft Ltd., 100 Confederation Bldg., Montreal, P. Q.

## AVIATION

August 3, 1929



The Oldest American Aeronautical Magazine

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## SCINTILLA AIRCRAFT MAGNETOS



On July 7, 1929, a Boeing NBB monoplane, a product of the Nicholas-Bessley Airplane Company, powered with a Le Blond "60" engine, on which Scintilla Aircraft Magnets are standard equipment, broke the world's Airline Distance non-stop flight record for light planes. The plane, piloted by "Barney" Ziemer, took off from Brownsville, Texas and landed in Winnipeg, Canada, 16 hours later, having covered a distance of approximately 1600 miles.



The Le Blond "60"

The majority of modern American Aero-motors require the Scintilla Aircraft Magnets.



Scintilla Aircraft Magnets are standard equipment for engines of airplanes in military service.

They are selected because of their—  
Dependability—Simplicity—Accessibility

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There are approximately 3000 licensed and licensed airports in California, compared to only 100 in the entire of New York and Illinois combined, and 75% of these are in Southern California.

There are 55 air ports and landing fields, 27 airplane factories, 9 air mail routes, factories, 4 aerial terminals, and 2 air mail terminals in Los Angeles County, and more licensed pilots than in any other county in the United States.

Because of the concentration of air craft industry here, highly experienced, skilled labor is plentiful. Approximately 2200 registered students are now taking flying training in Southern California.

# AVIATION

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## Air Mail Contracts and Rate Revision

THE ENACTMENT last year of legislation permitting the Post Office Department to give extended permits to the present contractors on air mail routes made it obvious that contract rates would be modified when relations were considered. Only the most optimistic of operators dared to hope that this would be avoided. Any apprehension of business among the contractors requires some adjustment in planning compensation for a long term of years, for at present absurd differences in the scales of payment exist. When payments to contractors depending almost entirely upon mail revenue to continue their operations range from less than thirty cents to over two dollars per airplane mile, the need for reconsideration is clear.

The lowering of postage rates on air mail made it inevitable, too, that the Post Office Department would seek to bring the income from air mail and the outgo on its account more nearly in balance. If that were not to be done the growth of the service would be retarded, and in the long run the interests of the aeronautical industry would definitely suffer, just as they have suffered in certain European countries from the existence and nature of subsidies. A service which is making headway towards carrying its own weight financially can expand without limit. One that requires a permanent burden on the taxpayer will be definitely held in check by the Treasury.

Complete self support must be the goal at the end of the air mail's road, and we must move steadily in that direction. The progress toward financial independence cannot, however, be pressed too rapidly. This government is fully justified in assuming a heavy expense in developing the air mail over the next few years, with the expectation that deficits now existing will be turned into profit within another five years at most. It is encouraging to note that there seems to be no dissent on that point and to observe the assurance in a dispatch from Washington that the President, although he

believes that the Post Office Department should be upon a paying basis and intends to put it there, is of the opinion that the air mail service should be carried through its poverty years without restriction on its natural growth and without radical financial surgery.

"The President feels," says the New York Times, "that the air mail service is in an experimental stage, and that losses now may eventually lead to gains. Moreover, he desires not only to encourage the upbuilding of plane mail service, but to aid the commercial expansion of aviation."

There can be general agreement that rate adjustment is an early and natural prospect. There can be general agreement that it should not be made too stringent to an extent to attract immediate conformity with some such arbitrary slogan as "Make the Air Mail Pay Its Own Way." Having agreed upon these points, there remain grounds for much argument upon the best means of arranging the readjustment.

WE ARE MOVED to some anxiety, which we hope will prove unfounded, by the recent action of the Post Office Department in requiring the adoption by contractors of a standard accounting method. That suggests too strongly the history of railroad rate regulation, and the disposition to restrict earnings. The Transportation Act fixes for the railroads a standard "fair" percentage of profits, and confuses a large percentage of its earnings beyond that figure. To apply the same process to air transport at this early stage of its development would be paralyzing to initiative and to efficiency. The percentage of profit made should have nothing to do with relative rates, which should depend upon only three factors—the average mail load, the distance that it has to be carried, and the inherent difficulties of the route and costliness of its administration. If rates are set in terms of those quantities and those alone, operators who do their work well and efficiently will profit accordingly.

and will be able to expand. Those who run their lips badly, will lose ground and give way, and that is as it should be. The business of carrying an aileron is not secure from the practice of oversteering, even though there is but a single control on each side. Those who can keep their feet on toe-boards and airplane-low are entitled to a lateral award. Those who fail to do so must expect to suffer. It is earnestly to be hoped that is the rearrangement of rules so gently, will be laid upon the contractors whose accounts reveal their ability to have obtained an exceptional degree of economy and efficiency of operation.

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### Spinning in Schools

IT GOES WITHOUT SAYING that no pilot can be considered as properly instructed, and certainly none should receive any sort of license, until he knows what a spin is and how to get out of it. His acquaintance with the subject should not be gained from books. It should not be learned solely on precept. The knowledge should be made a part of the student's very being, and only practical experience while under the care of his instructor will make it so.

Many modern airplanes are hard to spin, and the danger of falling into a spin instantaneously is correspondingly slight. The number which absolutely and literally cannot be spun under any load condition is, however, increasing daily. Until it becomes much larger every pilot will need spinning instruction.

There are various ways of giving it. Perhaps the most rapid procedure, saving instruction is to go to a safe height, stall the plane abruptly, back on full rudder, keep the stick back and go into a fast spin, recovering normally after a few turns. The student (free suit, and, certainly, should, be required to repeat the maneuver for himself.

ALWAYS, WHILE SO FAR AS IT GOES, but it leaves the pupil with the impression that a spin is an aerobically insurmountable to be entered into only by violent manipulation of the controls. It gives him no realization of the way in which a plane may dip into a spin from a stalled turn. Some young pilots who never acquire that knowledge gradually become careless about avoiding the stalled attitude and finally get into serious difficulties.

Schools should seek to instruct their students not only on how to get out of a spin, but also on the conditions under which one may unexpectedly occur, especially on planes badly designed, or badly rigged, or with the load improperly distributed. The lesson can be made most gripping if the instructor, having attained a sufficient height for safety, simulates by the use of throttle and

controls such conditions as those of engine failure while getting out of a field, and then feel the plane just badly enough to produce a spin without moving the control so abruptly that the errors are obvious to a novice. If the pilot, in course of training, can once see a plane drop into a spin without his having previously realized that anything was wrong, he will be left with a healthy sense of the importance of maintaining flying speed which will save him much trouble later.

Many present-day planes are so uncomfortable and stable near a stalled attitude that it would hardly be possible to start them spinning by any reasonable operation of the controls. There are other types, however, which are notoriously easy to start spinning and easy to bring out quickly, therefore being safe in stalled hands. A school which aims to give the very best and most complete and safest possible instruction to students may well find it worth while to keep a certain amount of such equipment for the sole purpose of dual control spinning instruction.

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### The Aeronautics Branch Acquires Another Asset

THE AMERICAN AIRCRAFT INDUSTRY has been very fortunate in the quality of the men who have headed the aeronautical work of the Department of Commerce since it was started three years ago, and equally fortunate in the caliber of those whom they have found to be their principal assistants. Secretary MacCready and Director Clarence Wiggan have displayed rare skill in estimating the capacities of their aides, and they have been patient in their search for the ideal combination of qualities for each post. The assistant with which their choices have in general been made is again displayed in the selection of Kenneth M. Lane to head the Engineering Section of the Aeronautics Branch.

His post is no sinecure. It makes varied demands it requires, for the perfect performance of its duties training and experience which few men possess. Tower skill combine with the necessary qualifications the willingness to assume duties as learning.

The Chief of the Engineering Section should know design theory with unimpaired thoroughness, and especially structural theory, for disputes over the calculation of the strength of airplane structures are among the steepest barriers of his office. Last, having previously been a master of general structural theory, specialized for five years in its application to airplane design at McCook Field. The chief of the section should have a thorough command of the practical problems of design and of the working methods of the designer. Mr. Lane's

discharged career as a designer culminated in the taking of a leading part in the development of the Wright Apache, for more than a year the holder of two world's altitude records. The head of the section should know how to interpret specifications, how to distinguish between grave violations and verbal ones, when to be strict and liberal and when to be lenient. Mr. Lane worked with the Engineering Division of the Army Air Service all through its formative period, when design specifications were in the making and but little understood, and when a mere head-balled assurance upon the letter of the law, neglecting its spirit, would have brought about chaos. Having seen specifications from the point of view of the man who enforced them, he crossed over to the industry, and took the other side of the argument, that of the engineer trying to accomplish his purpose without too much restriction.

The position needs all that, but it demands yet more. Beyond everything else, the man who holds it successfully must have character. He must command confidence. He must possess the happy blend of determination and tolerance. We are not in the confidence of the Aeronautics Branch, but we are safe in saying that its officials feel assured of finding all that and more in Kenneth Lane. We feel assured that time will prove that they were right.

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### The Air Mail Crosses the Equator

THE GREATEST EVENTS are not likely to fire best with publicity. The announcement of one of the most important aeronautical happenings of recent years has been hidden away on the inside pages of daily papers, or has failed to draw their attention at all. The longest airline in the world has gone into full operation within the past two weeks. Airplanes under the flag of the United States now render regular service all the way from Florida through Central America down the west coast of the Southern Continent to Chile, a distance of nearly six thousand miles. For the first time American commercial airplanes have "crossed the line" let us fear that King Neptune and his court, baffled by too much speed and altitude, failed to come aboard the Pan American planes in accordance with the traditional marine practice.

With the opening of this ambitious undertaking of Pan American Great Airways, headed by the Post Office Department and made possible only by the extraordinary co-operation of our neighbors all the way down from the Rio Grande to the Straits of Magellan, Pan American releases enter a new phase. Regular commercial transport now links the Canal Zone and Chile in so direct a line that was required to travel from Southern Florida

to Seattle three years ago. The best time of any means of transport previously in existence has been approximately halved. A copy of one of the daily papers of Buenos Aires dated July 21 is being delivered in New York exactly nine days thereafter.

THE AIRLINE CREATES A NEW Pan-American camaraderie. No longer need Buenos Aires and Lima receive news from another world to those who have never visited them. We shall receive letters from our friends who have gone to associate themselves with South American in the development of local resources and industry, while the news that the letters contain is still fresh. The South American press will receive full interpretation of events in the United States before they have become attractively stale and without having to carry the burden of deciphering cable code which has restricted their correspondence to communications of skeleton dimensions in the past. American travelers will learn something of the charms of the lands which lie beyond Panama, and will perhaps begin to visit the Latin embassies of Santiago de Chile and Rio de Janeiro, instead of leaving at first hand only those of Paris and Rome.

In the prospect of improved communication, and the consequently improved understanding between our own people and those of the countries to the south, there is a bright omen for enlarged American participation in the industrial and commercial expansion of the Southern Continent.

Industrial expansion will call very soon for more and better transportation, and that will mean airlines, for which the natural attractions in large parts of South America, now without adequate transport of any kind, can hardly be excelled. The first airline in the world to run at a profit without direct governmental subsidy was on South American territory. There will be need for many more air lines there in the future, and our aeronautical industry should be alive to every opportunity to aid in their establishment. A splendid beginning is being made with the air mail connections opened in the last few months. The President has shown himself enormously interested in promoting further progress.

He follows a trail started by his predecessor. When President Coolidge, in one of his annual messages to Congress is advised that he considered the question of inter-American airlines to be of such special importance that he had deemed the appearance of a special interdepartmental committee to deal with it, the remark received relatively little attention in the press. In years to come, however, the work then started at the President's suggestion and that was carried on by the committee comprising the three Assistant Secretaries of Aeronautics and representatives of other departments interested, and that finally led to the passage of the foreign air mail law, and so on to the opening of the Pan American airline system, may well appear among the most important and historic acts of the administration.

# Marketing THE LIGHT

## COMMERCIAL AIRPLANE

By JACK W. DUELES

*Sales Manager, American Aircraft Co.*



**B**ECAUSE OF a record of almost 100 Waco biplanes sold during 1938, American Aircraft Corporation has been called the world's largest distributor of commercial aircraft. Whether or not we have any right to this title at a time that with its large and active territory (California, Arizona, New Mexico, Utah, Nevada, and the Republic of Mexico), the American Aircraft Corporation, through its own efforts and the work of its dealers, has been able to sell a great many airplanes and is so doing has learned many things about the marketing of commercial aircraft. That intelligent marketing plans are best illustrated by our record so far during 1939 of having doubled Waco sales in our territory over the corresponding period of last year.

We believe that a correct distributor-dealer plan must be the basis of any successful marketing method and have worked out an arrangement which seems to be ideal. American Aircraft dealers, of which there are now nine, are given exclusive rights in their own towns only and all other territory is kept open to any other dealer or to ourselves. This plan tends to keep the dealers at home where they can do the most good kind of advertising them to actually make a sales effort throughout a large closed territory, just because they have been granted that territory. By eliminating closed dealer territories we do away with many disagreements which they inspire, and because we do not need to arbitrate any quarrels among our dealers we can more easily keep the forward step and loyalty of them all. Often there are reasons why one dealer can best sell a party who may be nearest to some other dealer. Friendship, between contacts, chance opportunities, may bring good leads which would go unutilized if each dealer was restricted to a set territory.

For the systematic coverage of a large territory we have found that the distributor can best make the required tours of small towns and back country, doing in one well organized tour what might otherwise be expected of several different dealers, each working independently. Such a procedure permits the dealers to confine their activities to the rich opportunities close at hand, while the distributor, in turn, has a large open territory which may be worked without conflict with the various dealers. This open territory plan puts every

dealer on his toes lest some other dealer or the distributor himself should come into his territory and sell a good prospect. Of course, if too many sales are lost by one dealer a new dealer is appointed, and this practice has helped to give us a wide awake group of dealer representatives.

In return for the privilege of making sales in any portion of the open territory we go into the dealer's home town and make demonstrations, we put out sales, without loss of commission on his part, such assistance usually being needed in connection with our regular sales tours.

Such a sales plan means that the distributor's sales manager must be constantly on the go, conducting regular flying sales trips into every portion of the territory. When we appoint a new dealer he receives frequent visits from us but as the dealer becomes better

established we send a sales promotion man to visit each dealer at least once every thirty days. In conducting these monthly distributions about the place we have the opportunity of doing something which has long been an axiom of all selling: "offer the best, fast, free, or to put it the best 'free'!" In the long run the dealer publishes that our merchandise merits. This is not done by overstatement, land claims, or flattery advertising, but because the distributor has a much larger organization than the dealer can have, he is able to sell the best planes, the best salesman, and the best mechanics out to construct the plane. Demonstration planes are then always new and in the best of condition, demonstrating planes have necessarily no sales duties but demonstration flying and they learn many tricks and methods of demonstrating not practiced by men not especially trained to demonstrate planes, and the sales manager who conducts the tour can move at details of flying and servicing to the



A Sperry-Two Waco at the top of a loop.

pilot and mechanic while he gives his undivided attention to the selling problems, with which, as a sales manager, he should be more familiar than any member of the dealer organization.

Another way in which we make the best possible impression on each town visited is to write a letter to the president of the local Chamber of Commerce some time in advance of the visit, giving the exact day and hour at which to expect the plane's arrival at the local field. Especially, if we wish to appoint a dealer in the town it is possible to arouse much favorable interest among the local business men through such a Chamber of Commerce letter. In any case we find that it is better to address a signed message to the men who may be interested in buying a plane than to send a general story to the local newspaper which may result in a large and troublesome crowd at the airport. Crowds are a direct hindrance to sales, annoy the prospect, the salesman, and the pilot, and in many cases endanger the prospect completely so that it is impossible for us to reach the men toward whom our sales effort should be directed. Quite often the local witnesses who may know nothing whatever of the construction of an airplane will walk around and thumb on the fabric, tug at the wires and struts, and make disparaging remarks about the plane. It is better to appear to those who know even less about aircraft. Of course, if the crowd has been assembled by some local group, as is the case on organized air tours or special field demonstrations, etc., it is generally more orderly and a favorable impression is more easily made.

**D**URING two recent sales tours which we have conducted a rigid schedule has been set in advance which has then been rigidly adhered to. With Alvin A. Barnes as pilot, flying out of our new Waco 220-T tapered wing planes with the J. S. Whitfield engine, I found it possible to cover all of California between May 6 and 15, visiting a total of 27 towns and flying approximately 2,500 mi. in the 10-day period with 11 direct sales as a result of the trip. From June 1 to 9 we made a tour of central California with the same pilot and plane, flying with the 1939 California Air Tour, visiting seven large towns in central northern California, participating in races, contests, and passenger carrying at each town, and selling six planes in the 10 days in spite of the fact that our primary purpose in accompanying the tour was to stimulate and educate those interested in aviation rather than to conduct an aggressive sales campaign.

When we are on a planned sales tour a definite method of approach is followed at each stop. Our letter to the Chamber of Commerce almost always grows as a good group of live prospects waiting at the field for our arrival, and if they are not already there a few plane

calls following up our letter, always give us good leads.

After the necessary introductions we follow the plan of having the pilot take the plane up without passengers and put it through its paces as the salesman makes his talk to the prospects. A definite plan is followed in this demonstration flight. The plane which we use is the tapered wing Waco and we demonstrate to the best advantage the violent maneuvers of which it is capable. This demonstration surpasses considerably what we could show by flying one of the lower powered commercial models, thus vividly showing the purchaser what sort of performance he may expect from our plane.

**F**OLLOWING the prearranged plan the pilot makes a quick take-off, shows the plane's fast climb, and then comes across the field at maximum flying speed to show how slowly the plane turns and how easily it maneuvers at slow speed. After gaining altitude a slow loop and a slow roll are performed in succession to show how easily these aerobatics can be done and how positive the controls are in all positions. The most impressive part of the "Tapered-wing" demonstration is inverted flight and clearing while in inverted flight, this start always causing much comment. While the prospect may never have occasion to perform these maneuvers we find that he gains confidence in the factory and all of its products when he knows that it produces a plane capable of such performance. At the conclusion of this solo demonstration as slow a landing is made as the confident safety permit and particular care is taken to land smoothly while on the ground. Although this demonstration is impressive we make no attempt to appear spectacular, or to show off unconsciously, trying always to give the impression that the flight is a matter of easy routine. During the time that these maneuvers are being performed in the air by the pilot the salesman on the ground is carrying on his talk in tune with the demonstration, calling attention to a natural way to the various important flight qualities shown. Then when the plane is on the ground with the demonstration flesh is used the salesman points out the beauty of line and finish and the sturdy and practical construction of the plane, making always to generate in the prospect the pride of ownership which will make him desire the plane as a personal possession as well as a business asset. Immediately after the solo demonstration each of the prospects is sent up for a short, smooth ride, the attempt being to inspire confidence in the steadiness and safety of the plane.

At this stage of the sales procedure it is important to



find out the particular phase of aviation in which each prospect is interested. There are many models of Vaco planes and we find it possible to make many sales by sending letters from the desirability of planes in general to a consideration of what particular model would best suit the prospect's needs. In no case do we seek too high pressure through the sale of some particular model plane and if we cannot sell the plane which our feel is required we prefer to lose the sale rather than to sell the prospect with a plane with which he will later become dissatisfied. Hence we are helped immensely by the fact that each Vaco plane is built for some particular engine and each plane offered for sale is in its full glory from the factory with a "C" license granted by the Department of Commerce. These factors mean that to a sale for we can show that our line of planes has been considered to work a wide range of needs and that such special model has been certified by government agencies.

When it is always late, after the demonstration, to lead the prospects away from the plane and from the field, to an exact and secluded spot as may be found for our final sales talk. It is much easier to discuss financing and insurance in a closed office over a desk or table, than while standing over by the plane, finger-punching a sales agent being anxious for the general confusion, the dust and propeller blast of the engine. Intensely, it seems that financing the purchase is in all cases the most difficult problem to solve, and the man who is best prepared with a good time payment plan is most likely to make difficult sales. Of course, when selling on a time basis we carefully investigate the prospect's credit standing and do not expect the finance company to accept a contract unless we are sure that it is safe. However, after more than a year of this selling we have had only one repudiation the subsequent result of which saved us from any loss.

Where we find that a prospect cannot be sold at the time we turn him over to the branch dealer, perhaps all back later if our trip can be so arranged. Another point which we are finding of increasing importance is the follow up after a sale and we now consider a transaction as just commenced when we have the buyer's money. We keep a careful record in the Los Angeles office of the American Aircraft Corporation of all purchasers of our products. Two weeks after a sale we send out a letter to make sure that everything has been as so represented and to remind plane owners of the service features which we maintain. At the end of 30 days we request the plane, and if necessary, the money is without cost to the purchaser. Once each month thereafter we send out a letter containing news of the latest models, asking for the names of good prospects and to general asking to keep the buyer contented and through him to make additional sales. Just as it is true of automobiles it has proved true in the sales of aircraft that of crysanthem that a new owner is extremely proud of his purchase and exhibits it to everyone, telling them of its merits and of the good judgments which he has shown in making the buy. We try to capitalize this valuable condition by using the famous phrase, "ask the man who owns one" and believe that such a practice is more influential in the sales of aircraft than that has ever been on the sales of automobiles.

Many of our leads, of course, come direct from the factory on a result of its normal advertising. All inquiries from prospects in our territory are sent to us

direct and we in turn send to the various dealers any inquiries which are required in their home towns. All inquiries from our territory are handled by us, on the regular sales staff or possible.

Just as the development of time payment plans has been the result of volume sales, so we have found that a large sales volume soon results in a used plane problem. We have worked out several ways of handling used planes, but we believe the most important factor to be our attitude, when selling each used plane, of looking to the purchaser of that plane as a probable buyer in the near future, of a new plane. Thus on used plane sales we seek large sales volume with a low net profit, and at the same time make each used plane sale such an honest transaction that we expect to repeat business with the customer.

Another aim in which we insist used plane sales is to run advertisements in the newspapers emphasizing the economy of buying a used plane to fill up time. Also we sell some of our demonstrators at a considerable saving to the purchaser who is usually a student pilot seeking to gain the experience necessary for a transport pilot's license.

Whenever the owner of a used plane plans to purchase a new model we take his old plane in on consequence and sell it for him the sale price then being taken as a deposit on the new machine. In such a transaction there is no charge for making the sale. Always when selling a plane we seek to come to an honest understanding and prefer to lose the sale rather than to misrepresent the plane and have the buyer become dissatisfied. We lay bare the record of each used plane at the time of sale, and not only tell the prospect whether it has ever been "cracked" or damaged, and also recommend any needed repairs or recommending such as new fittings, engine overhaul, a covering job or a new paint job. Such frankness in handling used plane sales does not make them through in a hurry, but when planes are once sold by this method they stay sold and we have not only sold the new owner on his plane but also on our establishment as a good place to do business.

Although we have handled many used planes we do not wish a deal where the plane is not covered by the



A team to present a light sport plane on the East California Air Show. Left to right: Jack B. Stricker, Jack B. Griffin, A. Murry, pilot, Henry Wright, Travel Chief.



Team about during the East California Air Show.

Department of Commerce. Such methods emphasize the sport sale angle, and this phase of selling has proved of the utmost importance to us for the successful operation of one plane usually soon expands its operation until he needs a fleet of many planes.

One thing we do in connection with new sales, which may be new to aircraft selling, is to refund the refund due to any out of town prospect who comes to our Los Angeles headquarters and buys a new plane. Although this practice cuts down our commission on such sales we believe that the customer who comes to us instead of being sought out by our salesman, deserves consideration.

There has been much talk of popular sales to the average American family man, but we have carefully looked our most sales sources of the present era and find them to rank in the following order: the dealer, the flying student, the successful business man, and the wealthy sportsman. This, of course, is considering the popular type of airplane and not the craft being put to urban and transport uses. Although at first glance it does not seem fair to include the dealers as prospective purchasers except that we receive a commission on each plane sold by them, we have found the dealer to be the best source of light planes because of the schools and acute or short bay services which they maintain in addition to their work as airplane dealers. Therefore we seek to help them supply their planes to some one, we help them build up their passenger traffic and school enrollment thus creating a demand for many more of our planes to use by the dealers themselves. One thing upon which we insist for the sale of the airplane's reputation, is that all students or our dealer's flying schools must be given at least 10 hr of dual instruction before being permitted to make a solo flight. This rule never makes sense damage which is the result of putting students to solo too early. We feel that any sort of a crash, even though it is simply a bad landing which snaps the shock cord or blows out a tire, gives each pilot a bad reputation to the spectators who probably do not know that an inexperienced student is making his first solo attempt to fly, and we are therefore particularly strict in enforcing the 10 hr. dual instruction rule.

With regard to student sales it has been our observation that in the majority of cases a student's first plane will be of the same type as that in which he learned to fly. We feel that it is more important for the dealer to carefully make his students along to the point where they become plane owners, than it is to build up a large student roster.

Although a poor third in present importance, the successful business man will probably soon make first as a light plane buyer. Of course many business men may be included in the student sales groups, but the majority of business men now buying planes either have a pilot to fly for them or also learn to fly after the purchase. The average successful business man is a success because he took advantage of some new development or new opportunity, and for this reason he is now seriously turning to the new business of aviation as a legitimate field of activity and source of future prosperity. We have made sales in places where there was not the slightest encouragement at the time and no apparent interest in any phase of aviation, and have come to the conclusion that if a man is a success, regardless of his race, age, or general mode of life, he is a good prospect for an airplane.

Of course many wealthy people of both sexes will continue to buy planes for sporting uses alone. Perhaps we should emphasize this field for the present, from a purely selfish angle, because it is a comparatively rich source of cash sales.

However, selling planes to people who will use them for sport and pleasure alone is not following the guiding star of the aviation industry. Such sales will continue to be volume for a while and should be sought after, but the saturation point is soon reached as any product which does not have the practical utility appeal which generates volume sales. There are many pleasure yachts sold each year, but there is a vastly greater number of electric refrigerators being sold.

The airplane is primarily a tool of commerce and industry and we believe that our business of selling airplanes must be built from the ground up on a solid foundation of commercial application, and that the big sales volume of the near future will be attained by selling planes to individuals or organizations who can make a profit by operating them.



View of administration building at the Metropolitan Airport. Note the existing business surrounding the central tower.

**A**LTHOUGH the United States Department of Commerce has been able to promulgate a well thought out set of requirements for approved type airports, no one is sure of what the impact of the new laws will be like, and there is still considerable difference of opinion on what sort of airports are required by conditions at the present time. One thing, however, is certain, and that is that each airport must be developed for some definite phase of flying activity.

Just as there are differing sorts of airports, there must be different plans for development and operation of airports which will vary according to the parties behind the projects. Many sorts of municipal schemes, not all of them successful, have been tried and there are a few examples of private enterprise seeking to develop airports.

The Los Angeles Metropolitan Airport represents the effort of a private enterprise which was not primarily an aeronautical group. Original in conception, the plan by which this airport has been developed seems to offer real possibilities for duplication in many large cities of the country. Behind the building of Los Angeles Metropolitan Airport is a real estate company which had a large parcel of land that it wanted to sell. In order to sell the land it conceived the idea of developing a gigantic airport project. This required a large amount of money

but the land syndicate was willing to invest money in the airport improvements in return for the profit to be obtained from the sale of sites on the airport to commercial and private operators, and of homesites off the airport to the landless drawn to the vicinity by the factories which it was planned to erect. A plan was laid out which called for the expenditure of approximately \$2,000,000 in airport improvements over a period of two years; meantime, the plan being to start improvement work at once and payable on the sales of land to pay back the cost of land and improvements, with a profit.

Since the real estate syndicate had no wish to enter the business of airport operation the plan provided that after a two-year period all business of the airport would be conducted by the owners of property therein, each of whom, at the time of purchase automatically received shares proportional to the size of his purchase in a holding company which would conduct the affairs of the field when the original developers stepped out of the picture. This scheme is precisely the same as that used in any new real estate subdivision where sales of land are made to pay for streets, sidewalks, street lights, etc., and where the water is provided by a company set up by the original developers and eventually turned over to the city street department and would at the same time insure the permanence of the runways for as long as their use might be required.

**D**URING the two-year period all operating and maintenance costs are being borne by the developing syndicate and no landing fee of any sort will be charged so long as the original developers still control the property. If it is found impossible to negotiate an arrangement with the city providing for personal care of the runways, a landing fee of \$50 will be charged for all landings made by transient planes, after the two-year development period. It has been estimated that 40,000 landings per year at \$50 each, would pay the cost of operating and maintaining the airport. Since transient landings for the month of June were at the rate of approximately 10,000 per year it seems that this small landing fee will prove ample to guarantee the owners against any unreasonable deficit. If there should be a deficit at the end of a year's operation, it would be charged to the owners pro rata, a

# THE Los Angeles METROPOLITAN AIRPORT

By CHARLES F. McREYNOLDS

deficit of \$50,000 calling for the payment of only \$30 by each owner of a new plane landing one.

Development of the airport is by sales of hangar or factory sites and by rental of land or building space. Already the Haffron-McCray-St. John Co., developer, has erected three large hangars with a total floor space of more than 200,000 sq ft, while one large hangar and three factory projects have been erected by private interests on land purchased outright. Rental fees are quite reasonable, starting at \$35 per month for the ordinary light airplane, and this fee gives the operator all commercial privileges of the field. No exclusive concessions are granted, such as restaurant, filling station, or engine service establishments, but projects first on the field are protected from unfair competition. Al-

though no landing fee is charged during the development period, operators from other airports are not permitted to come in and fly from the field for student or passenger work, in competition with firms on the field, unless they pay a rental fee for the privilege of using the runways.

**E**STABLISHMENT of the Los Angeles Metropolitan Airport as a training and aircraft sales center has served to concentrate the attention of interested persons at this point, more than offsetting the competition which results from many organizations operating from the same line. There are now more than 25 different commercial aeronautical enterprises located on the field, exclusive of many private plane owners who rent space. It is apparent that with this number of enterprises the

A typical view of the aviation material busi-  
nesses at the airport on a Sunday.



expenses of operating and maintaining the field can never be so heavy as when one operator maintains his own exclusive airport. Another factor of importance to planners and administrators is the convenience of engine and plane manufacturing and repair activities at one point thus giving the plane purchaser a chance to see manufacturing in progress, and giving students the opportunity of learning construction and repair techniques.

**I**N REVEALING the airport it was not arbitrarily determined that a manufacturing and sales center should be set up, but many months before announcement of the project was made the Hoffman-McCoy-St. Julia Co. secured the services of Waldo D. Waterman, widely known architectural engineer, as chief engineer and general manager of the airport project, and to him was entrusted the work of planning such a development as would fit the tract of land in question.

Because of its perfectly level, well drained surface, freedom from neighboring hills or obstructions of any sort, and nearly ideal weather conditions, the site was suitable for any type of flying activity. Although the location in the San Fernando Valley, some 20 miles northwest of downtown Los Angeles, provided excellent proximity to large residential areas of Hollywood, Glendale and the valley itself, the comparative isolation from business centers precluded any possibility of developing the site as an air transport terminal. Good highways and the presence of a main rail line along one side of the field, coupled with ample cheap water and electric power, caused the decision to



At air view of the Los Angeles Metropolitan Airport, showing the field at its present state at the time of its dedication. The two hangars shown are those at midlandland planes

Mr. Waterman had not two runways, each 4,000 by 1,000 ft. and consisting of approximately eight acres. The width of the runways makes it unnecessary to have more than two, especially in view of the fact that no regularly scheduled transport operations are planned. Factory sites have been assigned bordering the railroad right-of-way which bounds the north edge of the field; and the east-west runway is laid out along the south side of the factory land and near the north end of the north-south runway. This permits the development of the larger area on the south side of the field for use of various operations requiring a large amount of hangar space. The hangars are arranged to face 300 ft. main access leading into the north-south runway, while a wide street runs along the rear of each double row of hangars to permit easy access without interference with aircraft.

**A**T THE AIR TRAFFIC CORNER of the runway intersection, a two-story control tower has been erected, within which are the field office, weather bureau office, room for a wireless operator, and a dispatcher's office on the top floor. A lighted wind rose is carried on the top of that tower as is a revolving beacon light of 12,000-600 ft. At the base of the tower is a 3,000 ft. floodlight capable of lighting either runway for night operation, and boundary lights have been placed at the end of each runway.

Since the ground in the vicinity of the Los Angeles Metropolitan Airport is almost perfectly flat, very little leveling was required on the runways and adequate emergency landing area is available within a radius of several miles. A Fordson power unit mounted in an Avrocar Tug roller was used for smoothing and rolling the runways and it is possible for one man to completely roll the

entire runway area of the field three times per month with this equipment. Preliminary preparation of the field included a heavy sowing of red clover which is very hardy and grows close to the ground, where it spreads in all directions and roots freely. This clover is being arranged over the entire runway surface and, it is believed, will provide an excellent permanent surface. So far it has been found that action of the tail skids in tearing up the clover plants only results in mowing them down at new points, and once established it is thought that these plants will better withstand heavy service than any other sort of landscaping.

For smoothing the few rough or hard spots on the runways the roller is fitted with a heavy, duty sealer or drag harrow mounted on the front end in such a way that most of the six-ton weight of the equipment can be brought to bear if needed. This harrow turns on the surface, the roller itself repairs the soil, and a three-blade float measuring 6 x 20 ft. is dragged in rear of the roller to smooth down high, and fill in low areas. The runways are now as nearly perfectly smooth as it would ever be practicable to get them.

Operation of the airport at the present time is under the direction of Waldo Waterman and strict rules relat-

ing to conduct of enterprises on the field and operation of planes from the runways are enforced. Field rules prohibit parking in any manner on the field; do not permit towing planes, or doping down, within hangars, prohibit possession of unauthorizing persons on the airport, and in general assure that the various operations will be conducted in a businesslike manner. The result is to give the entire airport an attitude of efficiency which has so often been sadly lacking in flying field operations in the past.

**F**LYING FIELD RULES have been carefully worked out and are neither so long nor so dictatorial as to be confusing or harassing. Someone on duty at all times in the field operations office to see that these rules are enforced. Roughly, they provide that all Department of Commerce regulations affecting air traffic shall be in force on the field and that in addition all planes shall take off and land head-on, to the center of the runway, and parallel to the direction of the runway and, that all students flying solo with less than 10 hr. of solo to their credit shall carry yellow or white streamers at least four feet long on the plane, and that plane operators must at all times take special precautions not to blow dirt or dust toward spectators or parked automobiles.

Another provision requires all solo, staggered planes to carry a shoe of spoon type with an area of at least three square inches for every 100 lb. of total load when the plane is fully loaded. All operations are required to conduct their flying activities from a point as near their own hangar as possible, no engines are permitted to be started unless the plane's wheels are blocked or a licensed mechanic or pilot is in the cockpit, and all landing planes are required to taxi at once to the side of the runway unless given the right of way to some other plane. Flood lights are operated free of charge unless for a greater period than 20 min., in which case the charge is at the rate of \$3 per hour. Someone is always on duty at the airport during the hours of darkness to operate the flood light for visiting planes. In addition to posting all rules governing activities at the airport each student or operator using the field is required to read a copy of the rules and sign an agreement to abide by them. Primary responsibility of the rules is grounding of the plane and pilot so far as that field is concerned for a period of time varying with the nature of the offense. This penalty has been applied in one or two cases only and general observance of the rules is the order of the day. In the seven months which the airport has been operated there have been no serious accidents of any sort.

Since the field was officially dedicated on Dec. 16, 1968,



View of hangar of the Los Angeles field in the course of construction

develop the field into an aircraft manufacturing and servicing base, light training and airplane sales center. Thus the airport plan was presented to fit the land and its location, the method being in sharp contrast with the Grand Central Air Terminal at Glendale, Calif., where C. C. Spier conceived the need of a terminal for mass port and bought up many small parcels of land under houses and orchards, and then moved one small parcel in order to provide space for the necessary runways. Certainly the former plan is the more efficient.

With an airport area of a little more than 400 acres



Station: The service station established by Elkhart Oil Company of California at the Metropolitan Airport to serve the aircraft operating there. Station: A front view of the 1 and 2 hangars at the field



it has enjoyed a constantly increasing popularity. Part of this is due to the field facilities and management and much of it to the strategic location in relation to population centers, air travel routes, and other leading airports. At the present time all manufacturing activities of the Bush Aircraft Co. are carried on in a group of five factory buildings adjoining the railroad on the north border of the field. Production has been started on the "Starboard" plane is the new Commercial Aircraft Co. factory building, and a factory building for the Apache Engine Co. is nearing completion. Three large hangars have been placed in service by the airport company with all space contracted for and in constant use and a fourth hangar has been built by Lynn Hayes, and is in service as head-



Erecting the structural steel framework for the first one of the hangars to be completed for the newly expanded Apache Motor Company at the Los Angeles Metropolitan Airport

quarters for the distribution of Cessna, Bush, American, Moth and Seawind aircraft. A public restaurant has been in operation since the opening of the field and a high-field filling station, located at the runway intersection, has been operating since the first of the year. In addition to the Reichfeld station a Standard Oil Company station is now in service and a Gilman station is to be opened before the end of July. No oil company trucks are allowed on the field unless that company owns or owns space on the field. All factory and hangar construction is of the most modern and permanent type, factories and hangars being of masonry, concrete and structural steel.



A view of the Metropolitan Airport as it appeared under the name of Reichfeld. The view from the right shows the terminal of the field and where all three interests in the headquarters of the development company to be followed

A 200-ft. railway siding and 20 x 60-ft. loading platform are now in use and a large permanent warehouse is planned for erection within the next 60 days as a freight storage place for new aircraft and supplies.

IN ADDITION to these activities there are representatives on the field for the following aircraft: American Moth, Seawind, Bush, Cessna, Mothwing, Commercial Seabees, Stearns, Travel Air, Buhl, Lockheed, Waco, American Eagle and Stinson, and many sales are being made from the field. The following firms either maintain buildings of their own or lease space from the airport: Aero Breakdown Service Company, Aero Wire Service and Supply Co., Apache Motor Corporation, Associated Aircraft Company, Inc., Bush Aircraft Company, Inc., Commercial Aircraft Co., George R. Craig Co., Golden Arrow School of Aviation, Lynn Hayes Aero Corporation, H. C. Lyttel, Morrison Aircraft Corporation, Leo Niss, Pacific Aerostructure Corporation, Practical Aircraft Company, Rosen/Albrecht Co., Sanders Air Service, Porter and Hughes, Ray T. Minor, T. C. Ryan Flying Service, and Walter Hawkins. In addition to these firms there are a great many private owners who either rent space from the airport company or make from some of the operators.

Any statement of the many activities now being conducted by the above firms would be too lengthy for this article, but it is apparent that a very real concentration of aviation activities has been effected on a field which was at one time had been mostly ago.

The most significant part of the very real success which has attended the development of the Los Angeles Metropolitan Airport is that the same plan can be made to fit almost any other section of the country. There is no secret formula to the operation of a successful airport, and it is apparent that all factors entering into such success the most important is to plan the airport project to fit some particular phase of aviation activity. If aviation leaders in many fairly large towns would approach real estate syndicates with the proposition of developing airports along the same plan as that which has been followed in developing the Los Angeles Metropolitan Airport, there is no reason to doubt that the number of worth while airport projects in the country could be materially increased in a very short length of time.



## AIRPLANE Descriptions

### Overland Sport Trainer

PRODUCTION is to be started in the near future by Overland Airways, Inc., Omaha, Neb., on a two-place tandem sport and training plane powered with Lafland 60 (5.0) radial engine model engine. The Overland Sport Trainer was recently test flown in the satisfaction of the manufacturer and found to have a high maximum speed and a low landing speed.

Structurally the plane conforms with conventional practice having a wooden wing, chrome molybdenum steel tube fuselage, and fabric covering. The upper wing span is 27 ft. 4 in., the lower wing span 26 ft. 4 in., and the overall length 18 ft. The weight of the plane empty is 660 lb. and the gross weight loaded is 1,200 lb. The wing center consists of four panels of equal length, a center section and the customary form of "N" strut and wire external bracing. The upper wing is flat while the lower has a dihedral of 3 deg. The chord is 44 in., the gap 48 in. and the stagger 18 in. Wings are rectangular in plan form, ailerons are provided in lower wing only and inset one rib from the tip. A modified U. S. A. 27 aerial section is employed for both wings.

A Warren truss type of structure constitutes the fuselage. The entire tail section is of welded steel tubing. All controls are push and pull tubes excepting the rudder which is operated by cables. The stabilizer is adjustable in flight while all adjustments are made on the ground. The entire structure is covered with grade A fabric and lighter finishes in any color are available. Elsewhere



Side view of the Lafland 60 powered Overland Sport Trainer

and stabilizer truss are interchangeable. Dual controls, landing gear, and landing gear are provided.

The specifications as furnished by the manufacturer are as follows:

Span upper wing	27 ft. 4 in.
Span lower wing	26 ft. 4 in.
Chord	44 in.
Length	18 ft.
Wing area	180 sq ft.
Lower Wing Dihedral	3 deg.
Weight empty	660 lb.
Gross weight loaded	1,200 lb.
Power plant	Lafland 60
Fuel consumption	4 1/2 gal. per hr.
Best speed	15 gal.
Oil capacity	4 gal.

### J-6 Powered Spartan C-3

A NEW model designed around the J-6 165 hp Wright New Whirlwind engine has been announced by the Spartan Aircraft Company, Tulsa, Oklahoma. This model is similar in respect to the previous sport model with the exception of the power plant.

The plane has a wing span of 32 ft., an overall length of 28 ft. 2 in., a height of 9 ft. The weight empty is 1,555 lb., and the useful load 915 lb., giving a gross weight of 2,470 lb. According to the manufacturer the



Front quarter view of the J-6 Whirlwind powered Spartan C-3 airplane

plane has a cruising speed of 150 m.p.h., a high speed of 115 m.p.h., a landing speed ranging from 42 to 48 m.p.h. depending on load. The plane takes off in 8 to 11 sec. and has a rate of climb, fully loaded, of 500 ft. per minute.

As in the case of the other Spartan models the fuselage is built of chrome molybdenum steel tubing and the wings of wood, internally braced, and wired for negative two lights. Fabric covering is used throughout. The landing gear is of the divided axle type, having a 20-in. track and also shock absorbers, with swivelable 30-in. Bendix wheels and brakes are used.

Instrumentation include oil temperature gauge, oil sight gauge, two-point switch, air speed indicator, tachometer, altimeter, and compass. Dual controls also are provided. Standard equipment includes Hamilton steel propeller, booster magnet and an adjustable stabilizer, as well as a 30-in. tail wheel.

The specifications as furnished by the manufacturer are as follows:

Span	32 ft.
Overall length	28 ft. 2 in.
Height	9 ft.
Weight empty	1,555 lb.
Gross weight loaded	2,470 lb.
Power Plant	Wright J-6
Rating	165 hp at 2000 rpm
High speed	115 m.p.h.
Cruising speed	150 m.p.h.
Landing speed	42 to 48 m.p.h.
Take off	8 to 11 sec.
Rate of climb	500 ft. per min.

## The Avro "Antelope"

**T**EST flights were recently completed by A. V. Roe & Company Ltd., Newton Heath, Manchester, England, on the "Antelope" two-seater high performance, light bomber, designed and built for the Royal Air Force. The Antelope is an all-metal, single-engine, biplane having a wing span of 35 ft., a length overall of 31 ft. 2 in. and a height overall of 30 ft. 9 in. The total weight empty is 2,687 lb. The military load including crew is 1,832 lb. and the total weight loaded is 4,519 lb.

This airplane is powered by a Hispino-Suiza type B XII engine, a 12-cylinder, water-cooled power plant

Empty weight	551 lb.
Total structure weight	1,230 lb.
<i>Power Plant Weights</i>	
Engine	863 lb.
Propeller and exhaust pipe, starter, etc.	334 lb.
Total power plant	1,437 lb.
Total weight empty	2,687 lb.
Military load, including crew	1,832 lb.
Total loaded weight	4,519 lb.
Wing loading	12 lb. per sq. ft.
Power loading	8.4 h.p. per hp.

<i>Performance</i>		
Height (ft.)	Time to climb (min.)	Speed (m.p.h.)
	1,000	173
	5,000	172
	10,000	169
	15,000	157
	20,000	136
Landing speed	60 m.p.h.	Service ceiling
		20,700 ft.



A side view of the Avro "Antelope" high performance biplane.

developing 538 h.p. at 3,000 ft. At 5,000 ft. the plane has a high speed of 173 m.p.h., and at 20,000 ft., a speed of 136 m.p.h. The landing speed is 60 m.p.h., and the service ceiling 20,700 ft.

The Antelope is designed to carry the pilot, greater bomber, about 300 lb. of bombs, one synchronized and one flexible gun, radio equipment, parachutes and oxygen apparatus and fuel for four hours at a cruising speed of 150 m.p.h. Although designed primarily for bombing the machine can also serve as a two-seater fighter or reconnaissance airplane.

Spars and ribs are of duralumin and fittings are of stainless steel. The fuselage is built on a framework of duralumin angle section covered with duralumin sheet which is riveted. Engine mounting and tail unit are built up of welded steel tubing. The landing gear is of the cross-axle type with a combination of oleo and rubber shock absorbers.

An underwing refueling is employed in the cooling system and fuel is supplied from one main and one gravity tank in the fuselage behind the firewall. An engine driven pump feeds the gravity tank from the main tank.

The specifications of the Antelope, as submitted to AVIATION, are as follows:

Span (upper wing)	35 ft. 6 in.
Span (lower wing)	31 ft.
Cord (upper wing)	7 ft.
Cord (lower wing)	5 ft.
Length overall	31 ft. 2 in.
Height overall	30 ft. 9 in.
Wing area	377 sq. ft.

### Weights

Wing structure	545 lb.
Tail unit	83 lb.
Undercarriage	171 lb.

## Kinner Powered Kitty Hawk

**A** NEW model of the Kitty Hawk biplane, designated B-1 and powered with the Kinner K-5 radial engine, has been authorized by the Standard Aircraft Corporation, Hillsboro, R. I. The Kitty Hawk B-1 is similar in general design to the B-2, which is powered with the Lycoming engine. It is manufactured under Department of Commerce Approved Type Certificate No. 166.

The Kitty Hawk B-1 biplane has a wing span of 28 ft., a length of 22 ft. 11 in. and an overall height of 8 ft. 6 in. The wing area is 234 sq. ft. The weight empty is 1,109 lb. and the gross weight is 1,673 lb.

As in the case of the B-2 model, the new plane is a three-place open cockpit, single bay type. Conventional



The Kitty Hawk B-1 powered with the Kinner K-5 engine.

practices are followed in wing and fuselage construction; the wings being of wood and the fuselage of welded steel tubing.

Dual stick and rudder pedal control can be installed when the airplane is to be used for instruction purposes. Instrument equipment is furnished as recommended by the Department of Commerce.

Landing gear is of the divided axle type and is so designed as to be easily convertible for replacement or repair. A fuel capacity of 35 gal. is provided.

# THE HEINKEL Catapult

## ON THE S.S. "BREMEN"

**T**HE HEINKEL K2 catapult, installed upon the North German Lloyd liner "Bremen" which figured prominently in the establishment of the recent trans-Atlantic world record, is the result of two years of experimentation and development by Dr. Ernst Heinkel, its designer. Dr. Heinkel is also the designer and builder of the Pratt & Whitney "Hornet" powered, 31 ft. 12 in. low wing monoplane, which was catapulted from the Bremen at a distance of 25 m. off shore during the maiden voyage of the new steamship.

During the period of development of the catapult, approximately 60 test runs and a number of improvements were made. These improvements and the original details have been patented in almost all of the principal countries of the world.

The Heinkel catapult, which on the Bremen is installed on a turntable assemblies between the funnel masts, consists essentially of five units: the turntable, rail bearing or runway, sled or car, compressed air accelerating and timing device. The maximum weight of the catapult and load is 3,500 kg. (7,700 lb.). The accelerating distance or run is 26 m. (85 ft.), while the landing distance for the sled is 3 m. (9 ft. 8 in.).

The runway is a riveted structure built up of steel of standard section and is mounted on the turntable so that the start can always be made up wind. The turntable, which has an angular travel of 180 deg., is actuated by a crank.

As in the case of the U. S. Navy catapults, the starting carriage is fitted with four shoes which slide along the rails on each side of the runway. In this respect the Heinkel catapult differs from that built by the Chambers Company on the French Line Steamship "De France." The launching carriage on the latter case was mounted on wheels. (The De France catapult was described briefly on page 336, of AVIATION, July 28, 1938.)



The Heinkel K2 catapult being launched from the S.S. Bremen.

A drag cable attached to the front end of the sled passes over junction rollers at the front end of the rail bearer structure and back through a system of pulleys arranged to provide a range of approximately 100 m. between the accelerating distance on the runway and the stroke of the piston, to which the cable is attached.

The apparatus is so constructed that the car, after traveling the full meter, acquires the full accelerating force. The maximum possible acceleration is 3 g. A quick release hook which holds the airplane in its initial position, opens automatically, and, at the end of the runway, the motion of the car is arrested by a grip device attached to the upper side of the float bearer and actuated also by compressed air. The launching speed of the K2 catapult is 130 km. (80.2 m.) per hour.

The compressed air actuating mechanism for the catapult consists of a storage cylinder having a capacity of 25 tons of air of the cylinder in which the piston operates. It is of course necessary for the cylinder to be under a lower pressure before the sled is released so that the drag cable will remain tight and no jolts will result.

In the personnel installation on the Bureau, compressed air is furnished from a source of supply on the ship and piped to the catapult.

Control of the releasing mechanism is effected either by the pilot himself from the cockpit or by an operator on the service stand at the rear of the catapult runway.



View: A photograph taken from the rear of the cat launch structure, showing the sled, drag cable and timing device. This timing device indicates the velocity of the sled "dead load sleds" below. The top deck of the North Bureau float assembly "Bureau" showing the catapult sled launch in use of the sled launch problem.



One of the original features of the Hunsell catapult is the testing device which eliminates the necessity of the usual "dead load" test to determine whether or not the catapult is operating properly. This apparatus consists of a heavy fly wheel of such weight that the force required to rotate it is approximately equal to that required to produce the desired linear acceleration of the airplane. This wheel is coupled to a drum upon which the drag cable is coiled and attached by its free end to the sled. When the pressure in the cylinder is released the sled moves forward, causing the flywheel to rotate. An automatic releasing device uncouples the flywheel from the drum leaving it to run free at approximately the same number of revolutions per minute as when it previously had been brought. The terminal velocity of the sled and the available energy in the accelerating mechanism can easily be determined on the basis of the reading of a revolution counter attached to the flywheel and located in a control box at the rear of the catapult structure and below the service stand.

THE REGULINE catapulted from the Bremen on its maiden voyage is powered by a 325 hp. Harnett engine of American manufacture. As previously mentioned the plane is of the low wing float type built by the Hunsell Works of Warrendale, Germany. It has a wing span of 36.63 m. (55 ft. 3 in.), an overall length of 31.60 m. (104 ft. 0 in.) and an overall height of 4.5 m. (14 ft. 7 in.). The weight empty is 1,570 kg. (3,454 lb.) and the gross weight 2,550 kg. (5,623 lb.). Provision is made for the pilot and one other person, as well as a large quantity of mail to be carried in the catapult place.

## AIR TRAVEL Ticket Office

By WALTER E. BURTON

ONE OF the biggest problems confronting a city which is trying to become generally accredited is the establishing of a satisfactory curtain between the surface operator and the public. Cleveland, Ohio, for one, has found that its Consolidated Air Travel Ticket Office, information bureau and waiting room is an ideal means of promoting interest in all phases of aviation.

It was on February 15 of the present year that the office was opened for business. During the following three months, more than 650 reservations for aerial trips were cleared through it. This record, which was considerably greater than had been anticipated, is remarkable because the bureau, being new, was not generally familiar to Clevelanders, and also because the months of February, March, April and the first half of May were not exactly ideal for flying activities.

The Consolidated Air Travel Ticket Office, with its information headquarters, is located in the spacious touring bureau of the Cleveland Automobile Club, 714 Superior Ave., just a short distance from the Public Square. It provides all of the facilities and conveniences usually associated with a modern railroad terminal. A large supply of pamphlets descriptive of local aviation organizations and activities is always on hand. There are comfortable chairs for patrons who are waiting for a plane. These buses, operated by the bureau on a regular schedule, meet all incoming and outgoing planes.

The office is prepared to sell tickets for air travel over established airlines anywhere in America. But of course, most of its business concerns lines connecting with Cleveland. Aside from the selling of tickets, the chief purpose of the air travel headquarters is to dispense information to the public in every way it can—in other words, to sell aviation to Cleveland residents and visitors. Its success along this line is indicated by more than 1,500 inquiries that it received and answered by mail and telephone during the first three months of its service. This considerable volume of queries indicates that the Public City is already accredited, but the bureau is endeavoring to make it even more so.

The convenience for Cleveland air travelers was one of the major steps taken by the Cleveland Airport Operators Association shortly after its organization. The group, meeting early in February, adopted a set of by-laws, and then named a board of directors and officers.

G. G. Jurey, traffic manager of Great Air Lines in Cleveland, was named president of the operators' group. J. F. Martin, manager of the Calhoun Hall Air Lines, was elected vice-president, and Clifford Goldenklee of



A view of the Consolidated Air Travel Ticket Office and information bureau located on the executive floor of the Cleveland Automobile Club, Cleveland, O.

the United States Air Lines, Inc., secretary-treasurer. The first members of the association's directorate are G. E. Murphy of the Colonial Western Airways, Inc., E. M. P. Moore of National Air Transport, Inc., H. R. Smith of the Thompson Aeronautical Corp., and H. R. Reitz of the Stewart Aircraft Corp.

Companies which have been admitted to membership include the Dayton School of Aviation, Clifford Hall Air Lines National Air Transport, Inc., United States Air Lines, Inc., Skyways, Inc., of Ohio, Stewart Aircraft Co., Great Air Lines, Thompson Aeronautical Corp., and Universal Air Lines System.

A SHORT TIME after the organization, the association, by unanimous vote, accepted an offer made by the Cleveland Automobile Club concerning the establishing in the club's quarters of a consolidated ticket office, information bureau and waiting room.

"Establishment of this union depot for air travel," president Jurey points out, "is one of the most important steps taken in the interest of air travel in Cleveland since the Municipal Airport opened four years ago."

"It means that all of the inconvenience heretofore attendant to air travel in and out of Cleveland has been swept away. It means that the first step has been taken here toward giving the public, in a systematic and comprehensive way, the many advantages of aerial transportation for business and its multiple charms and lure for pleasure. In short, the facilities are now available in a bureau readily accessible to everyone for dispensing of reliable information concerning commercial aviation."

For several months prior to the creation of the consolidated ticket office, a portion of the Cleveland Automobile Club's touring bureau had been dispensing information concerning airline schedules. But it was not until the opening of the air travel bureau and ticket office as a "ticket unit" in itself that the selling of tickets began.

Members of the airport operators' group are anticipating an increase volume of business during the first year of the bureau's existence. Cleveland, located on some of the nation's principal airways, is not to get its share of air travel business. And the support of its efforts to its Consolidated Air Travel Ticket Office.

## ENGLAND'S TENTH ANNUAL

## Royal Air Force DISPLAY

BY EARL D. OSBORN

ENGLAND'S big annual air event is the Royal Air Force Display and "a jolly good show" it is in its place at Hendon, just outside London, and this year was held on Saturday, July 31. It is similar to our National Air Show in that it is a big public exposition of flying, but here the similarity ends. The show is put on entirely by the Royal Air Force which, of course, includes both military and naval operations. Not only this, but the majority of the events were demonstrations of actual military maneuvers rather than stunts meant to dazzle the spectators.

Our shows are national events in the sense that they attract flocks and flocks of the industry from all over the country. The R.A.F. Pageant is national in the sense that it is nationally held up with national palaces and national defense. Royalists and the whole diplomatic corps are present and the Pageant has a high social standing. The fact that attendance at the pageant is one of those things which is "done" helps to draw the desired class of officer into the lowest branch of the service and put it more on a basis of equality with the older and more famous units of national defense. Beside this, the present affairs a wonderful and material opportunity for the members of the House of Lords and the House of Commons to see the work of the English airman and to realize the possibilities of the airplane.

It is as nearly a copy of England's fighting air force as Hendon is a war-time situation. About 100,000 people are in the audience, more than 100,000 and 150,000 people were in the audience here, more people as the surrounding hills who crowded the arena in. There were quite high, varying from \$0.50 to \$2.00 with additions for reserved seats and parking space. The proceeds go to Air Force charities. Parking space was provided for about 15,000 cars.

One of the most notable differences, as compared to an American show, was the number of special engineers



The final rehearsal for the R.A.F. display at Hendon

which had been provided. The Royal airman were arranged, of course, with much style and dignity, having Japanese chairs for the Royal party and comfortable wicker chairs for the diplomatic corps. Behind were several large tents in which refreshments were served. Inside the Royal enclosure, on one side, were the Air Commodore's boxes, and on the other were the enclosures for the House of Lords and the House of Commons. Behind was a promenade space and then grandstands with reserved seats. The gayest enclosure was that of the Royal Air Force Club.

THE HOUSE OF LORDS were all at one end of the field. On two other sides were grandstands. The planes were parked on the far side of the field. Radio loud speakers with individual batteries were placed at intervals all around the field, and musical numbers as well as the program of events were broadcast. The program itself was excellent giving the detail of what was to be done and why a brief description of the equipment to be used and the personnel that was to fly in. The crowd was held back from the field by a low pocket fence, and the rule that no one was allowed beyond the fence was strictly adhered to. There were no groups of pilots, officials and friends conspicuously looking people's view. In short, the whole of the

arrangements for the landing, placing and control of the visitors was excellently done.

The main flying program was held between 3 and 5 p. m. This was preceded by a series of preliminary events, starting at noon, themselves a good show.

The opening event at noon was a race conducted by reserve officers in Avia training planes. The flying was excellent but it is hard to get much thrill out of an Avia as a racing plane. The two pilots giving the exhibition were runners up in the Fighting Area Aerobatics Competition. A show flying demonstration was given in a slatted wing Moth and this was followed by a relay race, a demonstration of artillery observation, and a head-on race between some war-time Bristol Fighters and modern Fanny III F's. The latter event afforded a very interesting demonstration of the progress which has been made in pursuit plane design.

Next, two Gloster Goshawk fitted with Armstrong-Siddeley "Jaguar" were circling around the down trailing great streams of orange smoke. These looked well against the bright blue sky and accentuated the effect of the aerobatics which the planes were performing. The apparatus for producing the smoke was furnished by Skywriting, Ltd., and actually made the starting more interesting to the spectators. To the technically minded it was interesting to note how long the smoke stayed in violent confusion after the plane had passed. This event was made more interesting to the public by the diagrammatic description in the program showing what



Members flying in formation

the various maneuvers were and how they were performed. [This use of colored smoke as an aid to following the evolutions of the winging planes also received the commendation, in an outstanding lecture of the Pageant, of an American woman pilot witnessing the display.—E.D.O.]

At 3 p. m. the fourteen main events were started. There was not a touch in any of them. While one event was going on the planes for the next event would line up to the line preparatory for taking off. When their time was up the performing planes would fly to the top of the field and make a without interfering with anything. As the field is not a very large one it took good flying to bring in a formation and get it out of the way for the next event. Many English claim that our service squadrons have better planes than theirs, but there is no doubt that the R.A.F. as a fighting force is a class of tremendous efficiency.

The first event of the main program included evolutions by Fighter Squadrons Nos. 1, 25 and 43. The twenty-seven planes took off in formation and went through a series of maneuvers. Evolutions the most practical of these was a squadron cross-over, but the performance was flying in concentric circles, each plane behind the other. The planes left the circle in a long line which went through a series of figure eights and spirals. Finally when it reached a given point each plane in succession rolled over onto its back and did a half loop, thus reversing the direction of flight. As the air was rather lumpy the formations were not extraordinarily steady or tight but the average of the flying was very even and no one got far out of line. The planes took off and flew in groups of three, three of these forming a squadron.

Individual aerobatics, sent on the list, were done by two Gloster Gladiator fitted with Bristol Jupiter engines. The pilots were the winners of the Fighting Area Aerobatics Competition. There were several pretty maneuvers where the pilots dived at each other from opposite directions and passed each other close to one another, each going into half rolls and other sensationally executed maneuvers after they had passed. The show was good, but one could not watch the two fliers at the same time and, besides, they could not take their strength at exactly the same speed and one would usually finish before the other.

The most popular event on the list was a formation



A reproduction of a part of one of the pages of the program issued at the Hendon Air Force display at Hendon

parachute jump. These Valiant Vap bombers of the type which first flew the Atlantic flew so close that the wings of the outer pair seemed from the ground to be touching the tail of the leader. The six men pulled off at the same moment, and there were not 5 in. between the leading of the first and last man. This drew the only audible applause that was heard from the crowd. It took the form of a dejected handclapping.

**A**LTHOUGH THINGS headed, five Supermarine Southampton flying boats appeared on the horizon, crossing the field at a very low altitude. These machines are of the type which flew to China and Australia last year. They have the appearance of severity and efficient craft. England is far ahead of us in the production and use of air going aircraft.

The participation of the flying boats over Humber, no matter how the aircraft body of water is not sufficient for flying boat operations at about 5 m. away—Eaton.

The fifth event was an attack by single center fighters on an "enemy" transport. The attack was made by six-center diving from various directions accompanied by the crackling of machine guns and the explosions of high bombs. The most even demonstrated a fight between two pursuit planes and a bomber. One of the attacking planes came down with great clouds of smoke belching from it and the wings lit up by calcium flames. After each explosion occurring on the part of the three and Paul Humber it also was brought down in flames. The three and one made the fight very real to the onlookers. A squadron of planes then picked up messages from strings stretched between rifle belts. This requires most accurate flying and was interesting to watch.

Three instructors from the Central Flying School gave an exhibition of stunt formation flying in Moths fitted with Genet engines. This flying was excellent and resembled the maneuvers performed by the "Three Musketeers" and the "Sea Hawks." Due to the small size and slow speed of the planes the stunts were not an imposing display, but larger planes, but this does not detract from the accuracy of the flying and the splendid teamwork of the performers. The Genet engines ran perfectly smooth down, whereas most of the engines in the fighting planes were not fitted for this type of flying.

Four two-seater day bombers, which were originally designed around Curtis D-12 engines, gave an exhibition of low bombing following a power dive. These planes were very fast and clean in their lines.

**T**HE CLIMAX event was a compressed series of attacks and counter-offensive against a port which was preparing to send out an expedition against British territory. Glauconian planes, day bombers, night bombers and pursuit planes all took part. Anti-aircraft fire was heavy and the bursting of the Arches was well simulated by smoke bombs thrown from the planes and exploding just behind them. An observation balloon was brought down in flames, while smoke balloons, balloons and numerous darts were blown up in a series of landing and machine gun attacks. Altogether there was a lot of noise and excitement, and everything burned up and exploded just when and as it should.

The Fighter Squadron which took part in the program were Nos. 1, 3, 19, 23, 25, 29, 41, 43 and 55.

1b. Bomber Squadrons were Nos. 7, 10, 12, 29, 101 and 237. Besides this there were two Army Co-operation Squadrons, Nos. 13 and 26, and (Pilot Fighter) Flight No. 405. Almost all of these squadrons had their origins during the war and some of these squadrons only moved forward in our readiness.

Although there was little wind, the day was exceptionally hot and the air evidently rather bumpy making it difficult to maintain proper level and position in the formation flying. Most of the formation flying was this kind in actual combat work and there was an almost continuous shifting from one position or formation to another. This made it somewhat harder for the fliers to get and maintain exact positions and a little harder for the spectators to grasp the significance of the formation.

In all there were about two hundred planes which participated in the program and about five hundred of the Air Force personnel were detailed. Participation in the Program is a mark of free flying done during the past year, but many of the fliers had many of the squadrons which appeared in the Program of a year ago have been shifted elsewhere and are on active duty in Mesopotamia or in India. Although the squadrons participating are pulled because of merit and are given a chance to promote together, they are not drilled or kept together purely for show purposes. The flying done in India and along the Ropitimes is too important to neglect and so squadrons become selflessly trained and are not set on for practical experience.

Probably the most impressive aspect of the Program was the absolute perfection of its operation. Those who have been in the flying game realize how easy it is not to start on time but in the Program every event was begun exactly on schedule.

**F**RANKLY, we are a little disappointed in the flying. It did not seem either individually or collectively as good as the show that the Navy staged at Los Angeles last fall. Teamwork and discipline were perhaps more evident and it may have had a more practical aspect, but from the spectacular standpoint it was not up to Los Angeles. It is, of course, impossible to judge accurately by eye, but the majority of the pursuit planes did not seem to have the performance of ours, either in dash or speed. Many seemed to be able to turn on a sharper radius than ours, but this again is hard to judge.

Another disappointing part of the show, to a foreign viewer, was the fact that there was no opportunity to inspect the planes. Also, none of the latest fighting planes or bombers took part. There was no fly-by of experimental planes and as it was a purely military affair, no civilian planes were allowed in the field. As a demonstration of the efficiency of the Royal Air Force, the Program is most impressive. One cannot fail to realize that here is a fighting force which is disciplined and efficient.

In the 2 hr. of the main program one saw exactly the major phases of air attack and defense work and many of the problems which confront the air force were brought home to the public.

The Program was an ordinary event, put on to interest and instruct the public, and the public recognition is much more valuable the enthusiasm of those in the R.A.F. itself. The display, besides being carefully handled and serving a valuable purpose, is a most delightful event to attend.

## THE "St. Louis Robin" AND ITS REFUELING FLIGHT

**T**HE "ST. LOUIS ROBIN," the record breaking refueling endurance plane piloted by Dale Jackson and Porrie O'Brien, has been in the air for more than 173 days in Aviation goes to press.

The fliers took off from Lambert-St. Louis Flying Field, August, St. Louis County, Mo., Saturday, July 23, at 7:37 a.m. Central Standard time. In the time that has elapsed, more than 44 contacts between the endurance and the refueling planes have been made in which some 3,600 gal. of gasoline has been transferred, while more than 72 contacts have been made for all purposes. It is not known how much fuel the Robin will require in the air. Officials of the Curtiss-Robertson company have relieved the pilots to use their own judgment, it is said.

The record breaking St. Louis Robin is a stock model Curtiss "Robin" in all respects except for the manner arrangement of the cabin. In fact it was taken from the final assembly line at the plant of Curtiss-Robertson Airplane Manufacturing Company, and was made ready for flight. Normally, this high wing monoplane seats a pilot and two passengers, but to make room for a 125 gal. fuel tank behind the pilot's seat, and to the same time to allow sufficient space for Mr. Jackson and Mr. O'Brien to change places at the controls, the double seat at the rear was omitted.

The cabin of the plane was lengthened slightly, also, so that one of the pilots might stand behind the gasoline tank in the refueling operations. There is not full headroom in the cabin of a Robin of course, and in this particular case it is an advantage. Openings were cut in the fabric on top of the fuselage, so that the crew handling the refueling hose might stand erect. The lack of headroom places his head and shoulders well above the top of the fuselage and in the proper position to

*How the Plane and Engine Were Equipped and Conditioned for Their Test*



Refueling. We record breaking St. Louis Robin over Lambert-St. Louis Flying Field.

handle the refueling hose. Sliding panels constructed of sheet metal close the openings when not in use.

**T**HESE is a speed of from perhaps 15 to 18 m. between the top of the tank and that of the cabin roof. Over the tank is an air-released rubber mattress. The rear portion rests on the tank, while the front is supported from the fuselage bracing. It is on this mattress that one of the pilots runs while the other sits the plane. It might be added that Mr. O'Brien and Mr. Jackson stand "watches" of four hours each. Even with the refueling operations, the time required for pumping the gasoline into the wing tanks and that necessary for eating, it is estimated that each of the pilots is obtaining from eight to ten hours sleep in every 24 hr. period as a result of the adoption of the "four on and four off" system of flying the plane.



The refueling operations are conducted twice daily, once in the morning and once in the evening. A light load of about 60 gal. is taken aboard in the morning while 110 gal. of fuel is transferred in the evening. These loads are taken into the large tank in the cabin. There are two suitable jacks for the purpose of jacking the fuel into the two 25 gal. wing tanks with which a Robin is ordinarily fitted and from where it feeds to the engine by gravity. The refueling plane, like the record breaking plane, is a standard Curtiss Robin. However, in cabin is fitted out needs in the same manner as is the St. Louis Robin. In addition, the fabric has been removed from the sides and bottom of the fuselage around the pilot's seat, and oilfield has been substituted to provide greater visibility. A 40 ft. base, one and one-half inches in diameter, is used in transferring the fuel loads. It might be added that two refueling planes were prepared so that the second might be used if trouble developed with the first.

**T**HE OIL TANKS taken aboard the St. Louis Robin thus far have averaged five gallons in every 12 hr. period. As differentiated from some of the refueling flights in the past, though, the oil is not kept in the original size. Aluminum containers, about three feet in length and six inches in diameter, are used. When one of these cans is taken aboard, it is slung from the cabin roof in a tilted position, so that the oil may be drained by gravity through a short hose to the oil tank of the engine. The free end of the hose is plugged, when the tank has been filled, and is fastened to an overhead bracket. Incidentally, the oil tank is fitted with a gauge of the type used on Ford motor cars, and arranged so that the "Empty" signal appears when there are actually two more gallons remaining. The aluminum containers are also used for transferring food and messages to the endurance plane.

To provide, in so far as possible, the possibility of damaging the record breaking plane in one of the refuel-

ing operations and perhaps forcing it down, both the propeller hose and the containers are weighted to prevent swaying when lowered from the refueling plane. The bottom of each of the aluminum containers is loaded with from 30 to 25 lb. of shot, while a canvas bag, filled with lead so that it weighs about 30 lb., is attached to the end of the hose. In jacking up the empty cans, the refueling plane lowers a rope to which is attached a 10 lb. sink weight. This weight is removed by the man aboard the St. Louis Robin, whose task it is to secure the empty cans to the line. Since the weight is fairly insensitive, they are here dropped in the ground over a place where there is no danger of causing damage.

The Curtiss "Challenger" engine with which the record breaking plane is powered is also a production model. This engine, it will be remembered, is a six cylinder static air cooled radial. The cylinders are arranged in two staggered rows of three each, necessitating the use of a two-throw crankshaft. The rated horsepower of the power plant is 170 at 1,800 r.p.m. The fuel consumption, according to officials of Curtiss Aeroplane and Motor Company, Inc., the manufacturer, is 50 lb. per hp-hr. In the endurance flight, of course, the engine has been throttled as much as possible to conserve fuel, and the fuel consumption has averaged about 72 gal. per hr. There is one particularly interesting feature about the installation of the "Challenger" in the St. Louis Robin. Rubber tubes from the dash to the Aluminacraft on the rocker boxes of the engine are fitted, so that the rocker arms may be pressed in emergency repairs. Separate exhaust stacks instead of a collector ring are also employed to eliminate back pressure.

Preparations for the flight were started June 17 with the arrival at the Curtiss-Robertson factory of S. K. Price, of the Curtiss Company. Mr. Price took charge of the installation of the engine, while William H. Schmitt, of the Curtiss-Robertson plant, supervised the installation of the equipment in the plane. This



A side view of the Curtiss "Challenger" engine before being installed in the St. Louis Robin (right).

work required several weeks as shown by the fact the plane did not take off until the morning of July 13. Shortly before the flight started, however, produce contracts were made between the endurance and refueling planes. It was necessary to establish only a few contracts, though, as both crews rapidly became proficient. As a matter of record, only a portion of one afternoon was devoted to this preliminary work.

**D**URING the early days of the flight, the endurance plane maintained a 1,500 to 2,000 ft. altitude. As the flight progressed, the altitude was gradually increased until now the men constantly fly at from 2,000 to 4,000 ft. and sometimes even as high as 5,000 ft. The higher levels guard against excessive thinning of the air, breaking of ice as a result of the hot weather which has been experienced. No major difficulties of any kind have yet been reported. Of course the pilots are watching the engine carefully. They have adjusted the carburetor, and on one occasion the spark plugs were changed, although officials on the ground said it was not necessary.

Everyone is highly enthusiastic, except the newspapermen, some of whom have had to camp on the field since the flight started. Curtiss officials, naturally, are none less pleased. Arthur Ness, chief engineer for the Curtiss Aeroplane and Motor Company, Buffalo, arrived at the field last week and expressed the opinion the men would remain about 500 hr. Mr. Ness, who designed the Challenger engine, based his belief on the showing made by the engine on the test stand.

Yagouanis and letters have recently deluged the firm. In addition many St. Louis business houses and a number of firms in the aircraft industry have made donations. Those concerns in the aviation industry include Curtiss Aeroplane & Motor Company, Inc., The B. F. Goodrich Rubber Company, the Cook Pine and Varnish Company, Saratoga Motor Devices, Inc., and Sigo line Company.

A portion of the equipment used on the record flight of the St. Louis Robin follows. Scientific apparatus, Stromberg radioelectric, Zeiss type Aluminacraft instrument system, Standard Steel poppet, 160 spark plugs and Radio battery "Saturday" gasoline "Goldfish" oil and Trucon "Marble" grease are being used. The refueling hose was made by The B. F. Goodrich Company.

A regulation Curtiss-Robertson instrument board containing Pioneer instruments, Kirby Hagen wheels with

Goodrich Zeiss (two) and also shock absorbing struts manufactured by the Aircraft Products Corporation are parts of the plane's equipment. Among the products entering into the construction of the airplane are, Samsonite and Ohio Seamless steel tubing, Haskelite vester, Twining "Flighter" Triple A fabric, Textile Leather Company upholstery, and Libby-Owens non-shatterable glass.

The personal equipment of the pilots includes Stromberg & Bergendien "Rostall" goggles, and Veeva air drum protectors. Miscellaneous equipment includes an Evershedge flashlight, Pyrene Fire Retardant, flares from the International Flame Signal Company, Dural Rubber shoe handles, Russell safety hats and Johnson (Dayton, O.) first aid kit. The shoes for the tail sled shock absorber were furnished by the U. S. Rubber Company.

The following are the specifications of the record breaking plane and engine as supplied to Aviation by the manufacturer:

#### Curtiss "Robin" Monoplane

Span overall	41 ft. 0 in.
Length overall	25 ft. 1 in.
Height overall	8 ft. 0 in.
Load capacity	pilot, 2 passengers, 80 lb. baggage
Fuel capacity (maximum)	50 gal.
Gross weight	3,683 lb.
Maximum speed	125 m.p.h.
Cruising speed (1,440 r.p.m.)	90 m.p.h.
Initial rate of climb	750 ft./min.
Range (cruising)	300 mi.
Landing speed	45 m.p.h.
Service ceiling	16,400 ft.

#### Curtiss "Challenger" Engine

Type	Static air-cooled radial
Rated power (1,800 r.p.m.)	170 hp.
Number of cylinders	6
Arrangement	two radial rows of three
Overall diameter	47 1/2 in.
Bore	5 1/2 in.
Stroke	4 1/2 in.
Displacement	603 cu. in.
Ignition	2 Scintilla magneto
Carburetor	Stromberg RA-U4F
Fuel consumption (cruising)	50 lb./hr.
Weight	420 lb.



Left to right: Dave Andrews and Vernon D'Arce, co-pilots of the "St. Louis Robin"; William H. Schmitt, who supervised the installation of the equipment in the endurance plane; and Roy W. Wood and Percy H. Chaffin, pilots of the refueling plane.







## BRIEFLY

The Depton Airplane Engine Company is reported to be in a position now to build its Dayton four-cylinder radial air-cooled engine daily.

Four racks of mail were dropped successfully on the deck of the Luskovian recently on its way from Seattle to New York in further air test runs.

The S-36 small three-plane amphibian manufactured by the American Aeronautical Corporation under Soviet-American military assistance deal with the Krasniy ILE by engine.

New Orleans and Grand Isle are being linked by a week-end service operated by Trans Air Transport, using a Trans Air amphibian.

An invitation has been extended to all pilots to use the Eagle Airport at Rocky Mount, N. C.

Colonial Air Transport closed its third year July 1 with a record of having flown 881,886 mi and saved 131,349 in fuel.

The Boeing System on July 26 cut global 440,000,000 mi of flying over its Chicago-San Francisco and San Francisco-Seattle routes.

An increase in traffic has followed Pacific Air Transport's (Basing) reduction of fare rate to approximately \$40 per mile.

The Boeing B-1 flying back, back in 1950 a veteran of a good many thousand miles of flying; recently was test flown and declared serviceable still after eight years, has been back in the plane during the 10 years.

Southeastern Air Taxi Express does 155,627 in and around 241 passengers in the period April 1 to July 3.

A total of 1,681 passengers have been flown over the Grand Canyon in sightseeing trips since March 1 according to the Grand Airways flight schedule.

The Gray Aviation Company, Glen, Okla., has completed its first project, a two-place low wing Koster-powered aircraft.

Several small wings were made recently by students at the newly organized Wichita Glider Club.

Corpus Christi, Tex., has developed a new five cylinder radial engine and is used to be developed as right cylinder inverted V-type engine.

According to Walter Wright, superintendent of the Chicago Municipal Airport, 1429 planes arrived and 1452 departed in the month of the port during the week ending July 29.

Nick Mares, of Spokane, Wash., is reported planning to attempt a transatlantic non-stop solo jet flying flight this month.

N.A.A. officials are receiving confirmation of a report that women's uniforms are to be placed in a special category by the Federation Aeronautique Internationale.

Amelia Flying Service is to operate a scheduled flight service between New York and Chicago.

Lock and Sponage and Lake George, Ontario, Canada.

The McCook (Ile) Daily Gazette has bought a claim right to transport newspapers over a 300 mi route high speed about September 15.

Thompson Aeronautical Corporation is to lease the \$125,000 biplane being tested at Cleveland Municipal Airport by The Atlanta Corporation.

Washington Aircraft & Transport Corporation, of Seattle Wash has received a contract of Delta V-3300 plane.

Boyer-Stillhouse Company, Akron, Ohio, is expanding its plant for the manufacture of gliders.

Two new planes are being developed for the Pacific Northwest Air Tour, September 8-14.

A Lincoln, Mass., chapter of the N.A.A. has been formed.

## Representatives Named

Elmer J. Laffey, Chief, Airways, Dept. of Transportation, has been named as Vice Chairman Aircraft Company, St. Louis.

Arthur Sorenson, Jr. Chairman, U.S. National Aircraft Council, St. Louis.

Curran Payne Services—Generalized Western Flying Service, Tampa, Fla.

Walter M. Murphy, Airways Corp., Los Angeles, Calif., for southern California.

Universal Airlines Corporation, for twelve Central West states.

New York—Colonial Flying Service, for New England.

## AERONAUTICAL CALENDAR

Aug. 24-Sept. 2 National Air Show and Aeronautical Show, Cleveland, Ohio.

Aug. 24-25 Joint American Meeting of the Fall Meeting of American Federation and the American Association of Aeronautical Engineers.

Aug. 24-25 Second meeting Western States Council, San Francisco, Calif.

Aug. 25-26 Ohio Air Festival, Bucyrus, Buckeye County, Ohio.

Aug. 25-26 National Air Show, near the State, Grand Rapids, Mich.

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## New Firms Announced

RUTHERFORD AIR SERVICE, Inc., Calgary, Alberta, Canada. Larry W. J. Rutledge, who has been pilot-instructor of the Calgary Flight Club, is director and chief instructor, to carry on commercial flying and restoration.

NORTHMAN AIR SERVICE, Inc., 38 Campbell St., Troy, N.Y. Capital \$100,000 shares no par value stock, by Harry S. Corbett, Edgar H. Bush, John A. Newell, to operate aircraft and conduct air travel.

AIR ASSOCIATE MANUFACTURING CORPORATION, Wichita Kan. capital 25,000 shares no par value stock, by George W. Smith, Larry A. Smith, and J. H. Smith, Jr. to operate aircraft and conduct air travel.

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AVIATION  
August 3, 1979

## PERSONNEL

WILLIAM A. HERRICK, chief pilot for the Dayton Aircraft, Inc., will be in the Palma, rated automobile race, have been elected honorary officials for the Dayton Aircraft, Inc., Cleveland, August 24-September 2.

Max DICKER L. HERRICK, of Cleveland, has been appointed sales demonstrator for the Dayton Flying Service of Ohio.

EDWARD H. HERRICK, assistant manager of the development and extension of the Southern Pacific Company, is to be in charge of a special traffic director for The American Corporation New York City.

JERRY PHELPS A. REED, Fort Myers, Fla., has been elected representative of the Transport Company of that city.

PAUL SCHWABERGER has been appointed operations manager of Florida Aviation, Inc., Miami, Fla., succeeding GEORGE E. CULLUMBER, who has been named sales manager at Philadelphia. BRUCE BALLOUGH, of Daytona Beach, Fla., has been appointed to succeed Schwabenger as pilot.

JERRY BREWER K. BELLAMY of Superior, Calif., Indianapolis, has been elected president and director of Carlin Flying School of Indiana.

T. LEE has been appointed general manager of F. L. Linn, Ohio, and George, Missouri, veteran and pilot, is chief of the Flying service at the State of Aeronautics to be opened at Oakland, Calif., September 15. All three have had Army reconnaissance before appointment to commercial aviation.

BLAINE SPANGLER has been appointed publicity manager for Air Transport, Inc. He was formerly with the Dayton Air Transport as publicity manager.

CALE A. HERRICK has been named manager of the Willen-Burns Wooten Flying (F.A.) Airport, Inc., U.S. Coast Guard, and Air Transport, Inc., Dayton, Ohio.

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## TRADE TIPS

With the exception of the membership rates set by the Trans & Western Aircraft Company's new plant at Hartford, Conn., look are about to be sold for the construction of a new building.

Wheatfield (N.Y.) Chapter of Commerce has launched a campaign for subscriptions to construct a modern airport on a site near the end of the city.

A single plane to include four hangars, repair shops and a passenger station will be built at Tampa, Fla., by the Tampa Bay Area Chapter of the New York, New York & Boston Area Local.

C. Franklin Wheeler, builder of the Port Huen (Fla.) Airport, is in the market for a new building.

(Attention is called to trade information included in the Airport Construction columns and miscellaneous items—Editor.)

## Schools and Colleges

RAMON TRAVIS SERRANO are to provide courses in aircraft repairing in their country.

GRANT WHEATMAN Air Chapter has been elected by J. C. James of Tulsa, Okla., and his associates, J. P. Kay, E. W. Sharpe and C. H. Pohl.

PAUL AIR CHAIRMAN has opened a new school in aircraft building. Payment of tuition on the institution has been arranged at the Parks School.

HOMER VANDERBILT, Brown, Okla., offers to include a course in aerodynamics.

CLEVELAND INSTITUTE OF AERONAUTICS is to open September 15. August 5 is to be \$100,000 in tuition.

BLAKE HALLA College of Aviation has installed a course in aviation law training, including the country and general law.

MILLARD COLLIER, Phoenix, Ariz., a former instructor in aviation law, is to include a course in aerodynamics in its curriculum.

Continental Division of Universal Airline Corporation has been named general passenger agent for the corporation, the Greater Airline Corporation, regional passenger agent at Chicago has been named assistant general passenger agent. They will both be located at St. Louis.

JOHN JOHNSON, formerly assistant at the Tulsa plant at Whodine, N. Va., has been named chief of engine and engine mechanics at Universal Aviation Corporation.

JAY R. GORSTALL has been appointed regional sales director of the Dayton Flying Service for Ohio and Kentucky. O'Connell was a World War pilot.

L. A. BUCHHEIMER, associated with the American Republics, of Kansas City, Mo., since its organization four years ago, has become manager of Hartford Tri-State Air Lines Company of Kansas City, Mo., succeeding Walter D. Allen.













# A FEW MEN WITH FORESIGHT


*Will See the Future of Aviation and Take Advantage of a Present Opportunity*

Well located automobile agencies are bought and sold today for many thousands of dollars. When the automobile industry was in the same stage of development as aviation today, it was difficult to convince business men that money could be made in the sale of automobiles. The same situation has been true with the motion picture, radio and other industries which have enjoyed a rapid popular growth. The men with foresight to acquire automobile, radio and motion picture franchises when these industries were in their infancy have developed increasingly profitable businesses. This opportunity exists today in aviation for those men who can see the time when planes will be in general demand for business, for personal transportation, and for sport. To a limited number of men of standing, Colonial Flying Service offers agencies in New York State and New England for the following planes: Fleet—Fairchild—Challenger—Pittcairn—Bird—and Standard. Based on its background of operating experience in air mail—passenger transport—and the maintenance of flying schools, Colonial

is able to advise dealers on all subjects connected with the operation of a profitable sales agency. A Colonial franchise covers not only the ships themselves, but everything pertaining to their operation and maintenance. Colonial agencies for the sale of planes are exclusive. A reasonable amount of capital is required. Affiliation with an established flying field can be arranged. If you are interested in obtaining a Colonial franchise, write us for territories available and conditions for securing an agency.



A small part of the Colonial fleet at the Buffalo Airport, Buffalo, New York

	FLYING SCHOOLS	
TRANSPORT		AIR MAIL
	SALES & SERVICE	

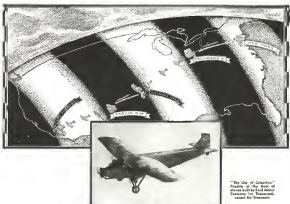
The Colonial System includes transport routes: New York to Boston—New York to Montreal—Albany to Cleveland—and Buffalo to Toronto. In addition to the cities above, Colonial air mail routes reach Hartford—Schenectady—Utica—Syracuse—Rochester—and Erie. Colonial Flying Schools are being established in the principal cities throughout New York State and New England.

## COLONIAL FLYING SERVICE, INC.

270 MADISON AVENUE NEW YORK CITY

*District Sales Offices*

Boston Buffalo Hartford Schenectady



"The City of Columbus,"  
featuring the first all-  
glass built Ford Motor  
Cessna for Transcontinental  
aircraft.

## THE LANES OF THE SKY *meet the lines of the land*

RAIL transportation has acknowledged the airplane as an ally.

Passengers on the T. A. T. leave New York with the twilight, roll through the night in a Pullman bed, fly above earth in luxurious surroundings during the hours of daylight, and land, at the end of the second day, in Los Angeles. Two wonderful panoramic days and two comfortable nights to span the continent! Incredible time, surrounded by every element of safety that the science of rapid travel can bring to bear.

It is entirely in order that the Ford Motor Company should share in this great co-ordination of air and rail transport. That company has pioneered the principle of a power vehicle that "takes you there and brings you back," doubly . . . safely. It gave to the automobile its first real commercial meaning. And with the same idea—with a perfect organization and perfect tools, it is establishing the Ford plane as a definite factor in both commercial and travel life.

Nothing could be more indicative of the trend in aircraft design than that the Ford engineers, always alive to factors of strength, durability and safety, have adopted strong Aluminum alloy and Alclad Aluminum alloy sheet for a vast majority of their fabricated aircraft parts.

More than half of the material in even the engine consists of strong Aluminum alloy—and the balance of the engine shop—with the exception of a very few steel and rubber parts—is fabricated from Aluminum and its alloys.

Aluminum Company of America, creator of these alloys and foremost authority in their use for aircraft purposes, solicits inquiries for sheet, tubing, castings, forgings and other machine parts. Personal contact with the technical staff is invited.

Aluminum Company of America  
2412 Oliver Bldg., Northrup Bldg.  
Offices in 47 Principal American Cities



ALUMINUM AND ITS ALLOYS FOR AIRCRAFT



TRADE MARK for authentic ALUMINUM

WHAT DO YOU MEAN  
... YOU'VE GOT  
AN EXTRA QUART IN  
EVERY GALLON?

I MEAN I'M USING  
QUAKER STATE  
AERO OIL!!

THERE are only four quarts in any gallon—yet in every gallon of Quaker State Aero Oil you get an extra quart! And here's how you get it.

Ordinary refining leaves in every gallon of oil, a quart or more of material that has little or no value in lubricating a motor—a quart of waste as far as lubrication is concerned.

But Quaker State Aero Oil is not refined in the ordinary way. It is *super-refined*—carried a step further than ordinary oils. And this "extra step" removes the quart of waste that ordinary refining leaves in every gallon of ordinary oil. In its place you get a quart of the finest lubricant—so you really get an extra quart in every gallon of Quaker State!

And every gallon is made from the very finest crude oil that the world produces—100% pure Pennsylvania Grade Crude—which, because of its quality, costs from two to three times as much as the grades from which ordinary oils are made!

There are over 600 Quaker State distributing warehouses and more than 90,000 Quaker State dealers in the United States and Canada, to make Quaker State available everywhere. Ask for Quaker State Aero Oil at your airport—and you'll get the smoothest, sweetest lubrication that money can buy anywhere!

## QUAKER STATE AERO OIL

QUAKER STATE OIL REFINING COMPANY

Oil City, Pa.

Other Pure Pennsylvania Products Are

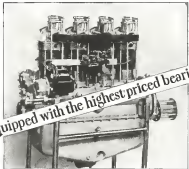
QUAKER STATE MEDIUM MOTOR OIL  
QUAKER STATE COOLANT TEST

QUAKER STATE HEAVY MOTOR OIL  
QUAKER STATE TRACTOR OIL



TRADE MARK for authentic AVIATION

ANOTHER ONE OF THE 65 MANUFACTURERS  
IN THE AVIATION INDUSTRY THAT USES **SKF** BEARINGS  
**American Cirrus Engines, Inc.**



*Equipped with the highest priced bearing in the world*

YOU MAY BUY A  
BEARING AS A  
BARGAIN BUT  
TRY AND GET A  
BARGAIN OUT OF  
USING IT

It is *SKF* Ball and Roller Bearings  
which are the only bearings  
which are the only bearings



Not "What Do They Cost?" But  
"What Will They Do?" Made **SKF** First

AFTER all is said and done . . . the  
days of testing anti-friction bearings  
in the air are over. Aviation  
manufacturers and pilots demand today  
. . . proven performance. And the re-  
sult is that American Cirrus Engines,  
Inc., builders of their internationally  
famous Cirrus motor, and 64 other lead-  
ing firms in this field take no chances...  
they use **SKF** Ball and Roller Bearings.

The progress of aerial navigation

hinges on three factors . . . pilot, plane  
and motor. **SKF** Bearings on vital  
motor parts are proof positive that  
safety has not been sacrificed to cost.  
**SKF** Bearings have the long life and  
stamina to keep going through grueling  
hours. Their precision remains  
unchanged . . . and they never require  
adjustments. These are the things  
American Cirrus considered when  
choosing **SKF**.

**SKF** INDUSTRIES, INC., 40 East 34th Street, New York, N. Y.

201

**SKF**  
Ball and Roller Bearings

THANK YOU TO THE AVIATION INDUSTRY

AVIATION  
August 2, 1939

AVIATION  
August 2, 1939



Steel Window System  
on Hangar at Dayton,  
Ohio. The system is  
designed to give a  
clear view of the  
interior of the hangar.

Truscon Steel Company  
has built a large hangar  
at Dayton, Ohio. The  
hangar is built with  
steel doors and is  
designed to give a  
clear view of the  
interior of the hangar.

## HANGARS

### MODERN—DAYLIGHT—FIREPROOF—CLEAR FLOOR SPACE—FULL WIDTH STEEL DOORS

Every desirable feature in the efficient housing of airplanes is embodied in Truscon Hangars. The walls are an expanse of glass, giving daylight to every part of the hangar. Thorough fire protection is provided by the use of Steel Windows, Steel Doors and Insulated Steel Deck Roofs. The floor is entirely free of columns, permitting the easy handling of planes. The Steel Doors open the full width of the hangar so that airplanes enter and leave without interference. Repair shops are located in the side bays for maximum convenience.

Truscon furnishes you either the complete building from standardized units or the Steel Doors, Steel Windows and Steel Deck Roofs adapted to your own design. Write us your requirements so we can offer suggestions without obligation to you.

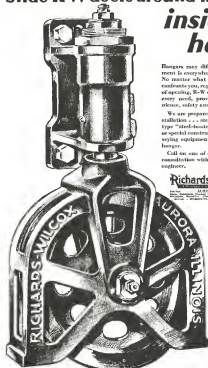
**TRUSCON STEEL COMPANY, YOUNGSTOWN, OHIO**  
AERONAUTICAL DIVISION

Truscon Company Steel Company of Canada, Limited, Winnipeg, Ont. Works  
and Offices in Principal Commercial Centers and in the Dominion of Canada.

**TRUSCON HANGARS  
AND HANGAR DOORS**

THANK YOU TO THE AVIATION INDUSTRY

## Slide R-W doors around the corner *inside the hangar*



Hangers may differ, but R-W door equipment is everywhere recognized as standard. No matter what kind of doorway problem confronts you, regardless of height and width of opening, R-W doors and equipment meet every need, providing the utmost convenience, safety and economy.

We are prepared to make any type of installation . . . steel doors, Supell-Way multi-type "steel-lasted" doors, corrugated, flat or special construction. Also Drift-Way conveying equipment essential to the modern hangar.

Call on one of our branch offices for free consultation with a qualified R-W door-vey engineer.

**Richards-Wilcox Mfg. Co.**

MADE IN U.S.A.  
AURORA, ILLINOIS, U.S.A.  
RICHARDS-WILCOX MFG. CO. 1000 N. WILSON ST. AURORA, ILL. 60009  
RICHARDS-WILCOX MFG. CO. 1000 N. WILSON ST. AURORA, ILL. 60009



"Quality Means  
No Imprints"



*Squadron of Vought "Corsairs" returning from first maneuvers*

## For that unbeatable combination of speed, brilliant performance and perfect control

—Vought "Corsairs" are known the world over.

Sound design, rugged construction and all-around trustworthiness, have enabled "Corsairs" to meet, over a long period, the varied and strenuous needs of the U. S. Naval Air Service.

Powered with the dependable Wasp engine, the "Corsair" is unapproached for its rapid climb, and its agility in getting in and out of small fields with heavy loads. It is plain, therefore, that the "Corsair" has set up a new, high standard of performance, not only for military purposes, but for commercial and private use.

## CHANCE VOUGHT CORPORATION

DIVISION OF UNITED AIRCRAFT & TRANSPORT CORP.

Long Island City, New York



**Over mountains . . . cities . . . forests . . . oceans**  
*these batteries do their job reliably*

Exide Aircraft Batteries specially designed to meet rigid requirements of flying service.

**I**n every land . . . in every sort of weather . . . Exide Aircraft Batteries have proved their worth to flyers. Through millions of miles of hard air service these batteries have done their job steadily and dependably. That's why aviators choose Exide for every sort of flying duty.

Exide engineers, backed by forty-

one years' experience in building batteries for every purpose, designed the Exide Aircraft Batteries expressly to meet the rigid requirements of flying service.

For starting, ignition, and radio power . . . for navigation and landing lights . . . Exide Batteries are constructed to give maximum results. They are light in weight, and the electrolyte cannot spill. They are always dependable.

Write for full information on the various types and their application.

**Exide**  
AIRCRAFT BATTERIES

THE ELECTRIC STORAGE BATTERY COMPANY, Philadelphia

Exide Batteries of Canada, Limited, Toronto

THANK YOU to AVIATION

**\$3,000<sup>00</sup>**  
**Cash Prizes**  
*For Licensed Pilots, Mechanics and Students*



**T**HE SHAFFER OIL AND REFINING COMPANY will pay Three Thousand Dollars (\$3,000.00) in cash prizes for the best trade name suggested, identifying its Aviation Gasoline and Lubricating Oils.

Only licensed pilots, licensed mechanics and students are eligible.

The contest closes October 15th, 1929.

In the event of two or more persons suggesting the same best trade name, second best trade name, etc., each will receive the full amount of the prize called for.

The judges of the contest are men who are prominently associated with the development of Aviation:

F. B. Rentschler, Pratt & Whitney Aircraft Company—Aircraft Motors  
C. S. ("Casey") Jones, Curtiss Flying Service, Inc.—Aircraft Sales, Service and Schools  
Paul Henderson, Transcontinental Air Transport, Inc.—Air Transportation  
Charles Lawrence, Wright Aeronautical Corporation—Aircraft Motors  
Reed Landis, Reed G. Landis Company—General Advertising

Full particulars and entry blanks will be mailed upon request—address: Contest Committee,



**SHAFER**  
OIL and REFINING COMPANY  
Aircraft Division, 300 West Adams Street, Chicago

# SOCIÉTÉ LORRAINE

200 ROUTE DE BEZONS  
A' ARGENTEUIL. (S.&O.)

TÉLÉPHONE  
WAGRAM 99 67

REG. COMMERCE  
SEINE N° 115 677



## MOTEURS D'AVIATION LORRAINE



250/250 H.P. 5 Cyl. Radial



250/250 H.P. 5 Cyl. Radial



500/500 H.P. 6 Cyl. Radial



500/500 H.P. 6 Cyl. Radial

Marine Motors of 250 and 500 H.P.  
Automobiles 15 H.P. Sport and Touring Models



15/15 H.P. 12 Cyl. V



15/15 H.P. 12 Cyl. V



15/15 H.P. 12 Cyl. V



15/15 H.P. 12 Cyl. V



15/15 H.P. 12 Cyl. V



# Sky Harbor

## The Finest Flying School

Every facility for thorough flying training is offered at Sky Harbor, the model airport of the Middle West.

This modern school will give you individual instruction by Government licensed transport pilots who have been carefully selected for their experience, character and ability to teach.

Sky Harbor has been built to conform to the Department of Commerce requirements for an A. L. A. rating.

The "Fleet" training planes, similar to Army student planes, are noted for reliability and safety.

hility and safety.

Sky Harbor is not just a flying field. Sky Harbor is an air terminal—a model for the airports of the future. It is located on Chicago's famous North Shore—4 miles west of Lake Michigan.

There are long cinder and turf runways in all directions with no obstructions of any kind. Beautiful, modern buildings provide every convenience for students. Flying is taught here under ideal conditions. Training equipment includes Ford Tri-Motor, Fokker Super-Universal, Laird and Fleet.



## GRAY GOOSE AIR LINES, INC.

105 WEST ADAMS STREET, CHICAGO · FRANKLIN 9240

Sales Representatives for

FLEET STEARMAN — FAIRCHILD

CLARK, NORTON for advertising AVIATION



# Hawks and Wasp

## break more trans-continental records



Captain Frank M.  
HAWKS

Captain Frank M. Hawks and his "Wasp" powered Lockheed Air Express have broken more transcontinental speed records. They now hold both the East to West and West to East mark. The new non-stop time from New York to Los Angeles is 19 hours, 10 minutes, 23 seconds. The old figure was 24 hours, 51 minutes.

The new non-stop time from Los Angeles to New York is 17 hours, 38 minutes, 16 seconds. Captain Hawks and the "Wasp" held the former record of 18 hours, 21 minutes.

The elapsed time from New York's Roosevelt Field to Los Angeles and back again was 44 hours, 48 seconds...actual flying time 36 hours, 46 minutes, 48 seconds...also a record. It was the first time in history that man had flown coast to coast and return in such remarkable time. To set these new marks across the skyways of the continent, the "Wasp" traveled approximately 5500 miles at an average speed of 144 miles per hour. The outstanding performance characteristics of the "Wasp" are thus again strikingly emphasized by conspicuous accomplishment.

THE  
**PRATT & WHITNEY AIRCRAFT CO**  
HARTFORD, CONNECTICUT  
Division of United Aircraft Corporation

Manufactured in Canada by The Canadian Pratt & Whitney Aircraft Co., Ltd., Longueuil, Quebec, in Continental Europe by the Bessmeyer Motor Works, Munich.

# Wasp & Hornet

## Engines

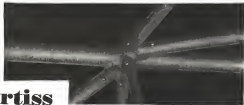
ENGINE TESTED BY AVIATION

West to East



# Curtiss

## effects large savings



### ... in time and labor using Hardened Metallic Drive Screws

The drain holes in the tubular frame of the Curtiss plane were formerly sealed by soldering after completion of the oiling process. This slow, laborious method was done away with after Hardened Metallic Drive Screws were tested by Curtiss. Now, the tubular frames are quickly and easily plugged up by simply hammering these unique Screws into the drain holes. In addition, a neater and better job is obtained.

Hardened Drive Screws also supplanted set screws as a means of fastening cable pulley clamps to the frame. These Screws simplified the operation, thus speeding up the work. In addition, the possibility of the clamps coming loose was eliminated because once in, the Drive Screws stay in.

Curtiss, Consolidated, Bellanca, General, Chance-Vought, Fokker and others have adopted Hardened Metallic Drive Screws and Hardened Self-tapping Sheet Metal Screws for numerous aircraft assemblies. Tapping has been eliminated; the time and cost of making assemblies have been greatly reduced—and assemblies thus made are successfully withstanding vibration and severe service conditions.

Try these Screws for your assemblies—we will gladly furnish free samples.

PARKER-KALON CORP., 192-206 Varick St., NEW YORK

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# PARKER-KALON

## HARDENED Self-tapping Screws



HARDENED METALLIC  
DRIVE SCREWS

To make permanent fastenings to iron, brass and aluminum castings, steel, Bakelite etc. Hammer the Hardened Metallic Drive Screw into a drilled or reamed hole. The Screw taps a thread in the material, and makes a fastening that stays secure even under constant vibration and severe service.



HARDENED  
SELF-TAPPING  
SHEET METAL SCREWS

For making sheet metal assemblies. Turn the Hardened Self-tapping Sheet Metal Screw into a punched or drilled hole. As the Screw is driven, it cuts its own thread in the metal like a tap, drawing sections securely together.

TRANS 101—COURTESY AVIATION







## Where Van Schaack Dope Meets the Test of Efficiency



*Dope Room—Alexander Englewick Products*

NOW is the time to increase the efficiency of your production schedule—for in the aeronautical industry as in every other industry competition strenuously demands it.

The accomplishment of high standards of efficiency makes Van Schaack dope a really important new material. Not by mere chance did the Alexander Aircraft Company adopt it—experts well versed in aeronautical engineering subjected it to the most

drastic tests and finally acknowledged its outstanding superiority.

In using Van Schaack dope the manufacturer is assured of uniform quality strictly adhered to—increased strength due to better penetration—ease of application—greatly possible durability—uniform drying time—all accomplished by the use of pure ingredients in the proper proportions.

Give us the opportunity to prove to definite advantage

**VAN SCHAACK BROS. CHEMICAL WORKS, INC.**

Thiessen, Dope, Lacquer, Nitrocellulose Specialties

Main Office and Plant, 3158 Avondale Ave., Chicago, Ill. Tel. Indianapolis 0430

# The Official Navy Tests at Lakehurst proved FLOYD SMITH SAFETY PACK



**FAR SUPERIOR TO ALL OTHER  
MAKES OF PARACHUTES USED**

Out of nine gas drench made by navy officials down balloons and J dopes from 200 feet to 1000 feet, the Floyd Smith Safety Chute averaged 475 of a second quarter opening per drop with a total time of 12.15 seconds.

The reason is no flaps, no closing bands, no fragile wires—just one solid pack with one main cable release—ready, the instant on pack and with the Bowyer "Cutting Down" for full information. Speeded delivery upon to local distributors. Let us tell you our side and substantiate it.

**Switlik Manufacturing Company**

Factory: Trenton, N. J.

Sales Office: 382 City Centre Bldg., Philadelphia, Pa.

## FLY A CAVALIER



STAND  
HER ON  
THE PROP  
AND

establish a gauge by which you can measure the performance and stability of other good airplanes. . . . The nearest dealer will gladly afford you this opportunity.

**Star Aircraft Co.**  
BARTLESVILLE, OKLAHOMA

Using **NOTRUS** Hangar Standard  
Construction is the standard  
design since it is the only one of  
all types that has not yet been  
discovered.

**Standard Sizes For Department of  
Commerce Class "A", "B", "C" Airports**

Ready, quickly, and economically revised—Standard  
units linked together on the field assure easy dismantling  
and moving—Sturdy arch construction with substantial  
dome—Single, self open for office, shop or storage—  
Exterior fire hazard minimized by **NOTRUS** Iron Alumin.  
or **Prepared** Roofing—Noncombustible color-glass windows.

Save a third. Write for bulletin.

**NO-TRUS HANGAR CORP.**  
Main Office: Emporia, Mo., Houston, Tex.  
Eastern Office: 140 Cedar St., New York, N. Y.

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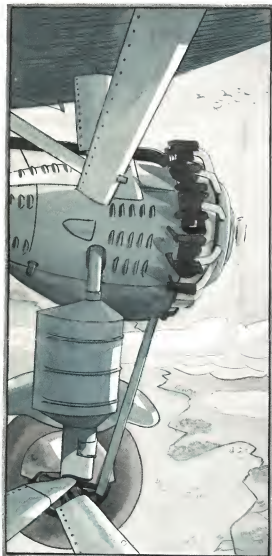
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